

AUG 3 1931

# DUN'S REVIEW



COMMERCIAL AND BANKING FAILURES FROM OFFICIAL RECORDS  
COMMODITY PRICE INDEX ~ BANK CLEARINGS REPORTS

15 ¢ PER COPY

AUGUST 1, 1931

\$5 PER YEAR

VOL. 39, NO. 1975



The message of DUN'S  
REVIEW is conveyed to its  
readers by reports of direct  
conversations, telephone,  
telegraph, wireless and cable  
messages and by occasional  
articles from outstanding  
authorities, correspondents  
and its own staff.

Published by  
**R.G. DUN & CO.**

The oldest and largest Mercantile Agency in the World  
— Established 1841 —



LEWIS TAPPAN, founder of The Mercantile Agency, from an engraving in *America's Advancement* published in 1875; 34 years after the establishment of the organization.

Prior to 1841, it was extremely difficult to inform oneself on the credit responsibility of a prospective purchaser. If the purchaser's place of business was a few hundred miles distant you had either to write all the references which he furnished, make a trip to his headquarters, or accept his letters at their face.

If you communicated with the references or journeyed to see the credit applicant you would have taken the safest course—but delay would have lessened your chance of getting the order. If you extended credit

without an investigation you were taking an unusual risk.

The Mercantile Agency, founded by Lewis Tappan in 1841, was an innovation in America's industrial and commercial life. It furnished the merchant promptly and in concise form with detailed information necessary for an immediate credit decision. Out of this innovation has grown the present highly specialized credit service of R. G. DUN & CO., which has been broadened by the accumulated experience of 90 years and modernized by the application of every time- and labor-saving principle.

**R. G. DUN & CO.**  
**THE MERCANTILE AGENCY**

*The Oldest and Largest Mercantile Agency  
in the World*

**290 BROADWAY, N. Y.**

Established 1841









# DUN'S REVIEW

COMMERCIAL AND BANKING FAILURES FROM OFFICIAL RECORDS  
COMMODITY PRICE INDEX—BANK CLEARINGS REPORTS

PUBLISHED WEEKLY BY

R. G. DUN & CO., 290 BROADWAY, NEW YORK

The Oldest and Largest Mercantile Agency in the World

ESTABLISHED 1841

Editorial Offices . 290 BROADWAY, NEW YORK

QUINCY ADAMS, Acting Editor

W. A. CRANE, Financial Editor

RAYMOND BRENNAN, Associate Editor

VOLUME 39

AUGUST 1, 1931

NUMBER 1975

Subscription \$5.00 per year  
European \$6.00 per year

Entered as second-class matter October  
30, 1893, at the Post Office, at New York,  
N. Y., under the Act of March 3, 1879.

Advertising Rates sent  
upon application

## THE STORY OF COMMERCIAL PAPER

### PART I

By L. M. Read, Manager Bank Service Department, National Credit Office

The Open Market for Commercial Paper has been in existence for about one hundred years. Prior to the Civil War, most of the Open Market paper originated in the wholesale dry goods trade in New York City and was sold to local banks. The extension of credits, ranging up to eight months, by wholesalers of dry goods created a necessity for very substantial borrowing facilities—often more than one or two depositories were willing or able to finance. Customers' notes were endorsed and sold through brokers to independent bankers largely upon the character and general standing of the merchant. Financial statements were rarely submitted.

The practice of selling endorsed customers' paper gradually spread to other important industries—tobacco, diamonds, hides and leather, groceries, sugar and whiskey. Subsequently, these merchants retained their trade paper and sold their own unsecured promissory notes through the broker.

Commercial Paper earned its reputation as one of the soundest forms of investment for secondary bank reserves during the panic of 1907. In the last quarter of that year, bonds and securities were sacrificed for ready cash at greatly depreciated prices, while at the same time Commercial Paper was being paid promptly at maturity with clock-like precision, and at par.

The closing of the New York Stock Exchange from August through November, 1914, again caused security values to depreciate rapidly. Bankers found it extremely difficult to liquidate their invest-

ments on a satisfactory basis to meet the suddenly expanding demand for funds from depositors. The prompt payment of Commercial Paper, on the other hand, afforded holding banks the necessary funds to meet the needs of their customers comfortably.

As a result of its excellent record, Commercial Paper has become firmly established because of the soundness of its two fundamental principals; namely:

- (1) That of the investing banker as a safe, profitable, self-liquidating form of short term investment.
- (2) That of the borrower as an economical and dependable source for obtaining current or seasonal funds.

### Volume of Commercial Paper

The total sales of Commercial Paper usually fluctuate in close relationship to industrial activity, but are affected by any unusual variation between rates on Commercial Paper and on other types of investments.

The average monthly outstandings of Open Market paper, as reported by the Federal Reserve Board, increased steadily and consistently from 1921 through 1924. Each year a greater number of sound industrial organizations took advantage of this economical method of financing.

The rather unusual appetite for bonds which developed in 1925 and 1926, caused a decline of 28

per cent. in outstanding Open Market paper. This situation is attributed to:

(1) Long term and capital financing by many Open Market borrowers either materially reduced or eliminated the necessity for seasonal borrowings.

(2) The active selling campaigns by security underwriters temporarily swayed bankers from investing as large a portion of their surplus funds in Commercial Paper.

(3) The steady rise of call money

rates with the ultimate disparity of call money yielding 15 per cent. and Prime Commercial Paper 6 per cent. drew a greater share of surplus bank funds from the Open Market to Wall Street. At the same time, the cost of money to the borrower was out of line with rates from depositories. Outstandings reached the lowest point for many years.

During this exceptional period, however, sound business enterprises continued to obtain a portion of their seasonal requirements on the Open Market, although a larger portion of their borrowings than usual were made from depository banks.

During the current period of readjustment following the collapse of the speculative market late in 1929, the attractiveness of Commercial Paper from the standpoint of both lender and borrower has again become more evident. Sales of Commercial Paper in 1930 were more than 50 per cent. larger than in 1929 and approximated the volume of 1928.

The average monthly outstandings of Commercial Paper since 1921, have been as follows:

YEAR	OUTSTANDINGS	YEAR	OUTSTANDINGS
1921.....	\$749,000,000	1926.....	\$629,000,000
1922.....	785,000,000	1927.....	585,000,000
1923.....	834,000,000	1928.....	494,000,000
1924.....	873,000,000	1929.....	321,000,000
1925.....	743,000,000	1930.....	489,000,000

Dun's Index Number of Commodity Prices reflects a decline of 24.9 per cent. in commodity values since 1929. This factor, together with reduced business activity has naturally lessened the financial requirements of business organizations. In the face of adverse conditions, the average monthly outstandings of \$310,000,000 for the first six months of 1931 compare favorably with the volume in previous years.

#### Size of Open Market Borrowers

Not many years ago notes of concerns which today would be considered comparatively small,

were accepted as attractive Open Market investments. With the development of large scale production and trading in the twentieth century, bankers have tended to give preference to the notes of concerns with larger capitalization. 57.3 per cent. of the Open Market borrowers have a net worth ranging from \$500,000 up to \$2,500,000. This definite trend in recent years is evidenced by the chart showing the percentage of names according to size on the open market in the years 1924 and 1930.

The early borrowers on the Open Market rarely issued financial statements. As late as 1920, the notes of a prominent lumber dealer were sold purely on reputation without supporting balance sheets. Today all Open Market borrowers with one or two exceptions furnish detailed statements and, in addition, many bankers insist upon detailed audits by reputable

accountants. According to the records of the National Credit Office, 75.63 per cent. of Open Market borrowers annually furnish audited balance sheets.

#### Division of Paper Names

The first borrowings through brokers were confined to the dry goods trade in New York City, but today this method of financing is used by every staple industry in every section of the country. The following table shows the number of concerns in each of the major industries by Federal Reserve Districts using the Open Market:

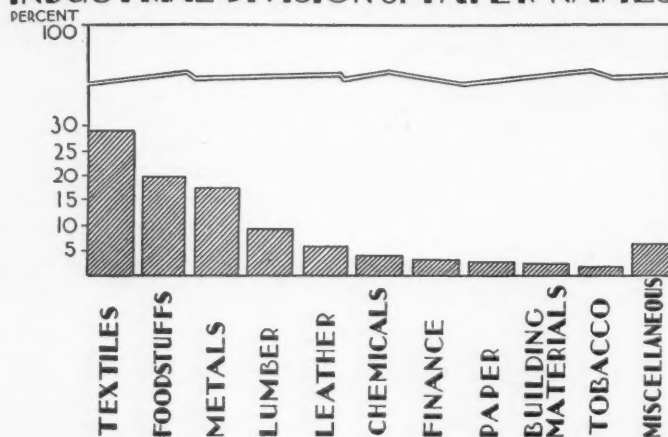
DIVISION OF NAMES BY INDUSTRIES AND LOCATION

	Boston	New York	Philadelphia	Cleveland	Richmond	Atlanta	Chicago	St. Louis	Minneapolis	Kansas City	Dallas	San Francisco	Canada
Textiles.....	73	102	31	15	73	50	50	25	3	21	24	15	1
Foodstuffs.....	23	13	12	11	15	34	53	25	3	21	45	30	30
Metals.....	23	20	25	17	12	13	80	22	9	22	21	16	1
Lumber.....	10	5	4	3	15	8	31	16	3	30	16	11	1
Leather.....	18	20	6	3	6	3	16	1	1	1	4	5	1
Chemicals.....	6	10	5	9	6	3	12	1	1	1	3	3	1
Finance.....	11	11	5	5	5	1	19	1	1	1	1	1	1
Paper.....	33	4	3	3	1	12	1	1	1	1	1	1	1
Building Materials.....	12	1	1	1	1	1	1	1	1	1	1	1	1
Tobacco.....	3	3	1	1	1	1	1	1	1	1	1	1	1
Miscellaneous.....	27	29	7	9	1	4	16	3	4	3	2	1	1

#### Industrial Division of Paper Names

Since the beginning of the Open Market, the Textile industry has led all others in this method of financing. Today, foodstuffs is second, followed closely by the metal trades. The accompanying chart reflects the relative importance of the principal industries represented on the Open Market.

#### INDUSTRIAL DIVISION OF PAPER NAMES



### Geographical Division of Paper Names

Originally, Open Market borrowers were located in New York City, but its activities have spread to all sections of the country. In recent years the Chicago Federal Reserve District has led all others in the number of concerns selling their notes through brokers. The accompanying chart indicates the percentage in each section of the country.

#### Losses on Commercial Paper

Losses to banks on purchases of Commercial Paper have been almost negligible. Out of each \$10,000 of Commercial Paper sold in the last nine years, \$9,984 has been paid promptly at maturity with mechanical regularity. The ultimate

loss to note holders during this period has been but \$2.38 for each \$10,000 invested, or less than one-fortieth of one per cent.

The five following factors are available to the bank investor only in the case of Commercial Paper:

(1) The Option Period, which ranges from seven to fifteen days, allows the prospective buyer a sufficient length of time to investigate the risk thoroughly before purchasing the paper.

(2) The Purchaser is in a position to obtain a broader exchange of opinion and comments regarding each Open Market name than in any other form of investment. The experience not only of depositories, but also of previous purchasers of the note and other independent bankers is readily available.

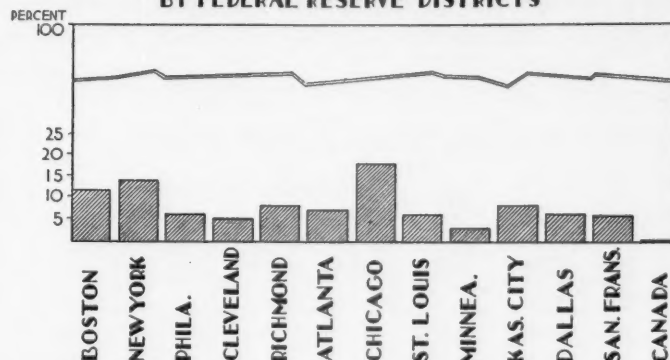
(3) Purchases may be selected from many industries and various sections of the country for a wide diversification of risk in accordance with prevailing conditions.

(4) The Purchaser is under no obligation because of long personal friendship or affiliated connections. The attractiveness of balances is not a determining factor.

(5) There is no obligation to the Borrower or the Broker to keep a single note which does not check favorably from the standpoint of a cold impartial investigation.

The commercial paper embarrassments shown in the following table must not be confused with

**GEOGRAPHICAL DIVISION OF PAPER NAMES BY FEDERAL RESERVE DISTRICTS**



commercial paper losses. Records show that a substantial percentage of the cases included in the tabulation resulted, after settlements, in no losses to the creditors.

The greatest number of embarrassments in recent years occurred in 1924 when there was a total of sixteen, or 20 per cent. of the entire number which occurred in the nine and a half year period.

There were seven embarrassments in 1929. In the years immediately following, embarrassments in commercial paper were on a substantially lower level than in either 1924 or 1925. In 1930, a total of thirteen embarrassments occurred, which was somewhat higher than in 1929, while for the first six months of 1931 there were

only eight embarrassments in commercial paper.

### Industrial Division of Paper Losses

The record of Open Market embarrassments from 1922 through June, 1931, is segregated into lines of industry as follows:

**COMMERCIAL PAPER EMBARRASSMENTS BY LINES OF BUSINESS**

LINE	1922	1923	1924	1925	1926	1927	1928	1929	1930	1931*	Total
Textile .....	1	3	7	3	3	2	..	3	5	4	31
Foodstuffs .....	3	1	4	2	..	1	..	2	5	1	19
Leather .....	..	..	..	2	..	..	2	..	..	..	4
Lumber .....	..	..	1	1	..	..	..	..	1	2	3
Metals .....	1	2	1	1	..	..	..	2	1	2	10
Finance .....	1	..	1	1	..	2	..	..	..	..	5
Miscellaneous .....	1	1	2	1	1	..	..	..	1	1	8
Total.....	7	7	16	11	4	5	2	7	13	8	80

\* Six months.

### Geographical Division of Paper Embarrassments

It is interesting to observe in the geographical diversification of commercial paper embarrassments that in a number of years in some Federal Reserve Districts there were no cases of embarrassments whatever. In the San Francisco District there was one embarrassment in 1922 and two in 1930, which makes a total of three cases in the entire nine and one-half year period. Similarly, there were only two years in which occurred any commercial paper embarrassments in the Dallas district. These years were 1929 and 1930, when a total of five cases occurred. Many of the districts reported one embarrassment in an entire year and a total of substantially less than ten for the nine and a half years under review.



It is worth noting that no commercial paper embarrassments occurred in the Boston Federal Reserve District in 1923, 1924, 1927, 1928, 1929 or 1930. The New York District had no embarrassments in either 1922, 1926 or 1928. Prior to the current year the Philadelphia District had only one embarrassment in the period under review. This occurred in 1927.

The other districts had no cases of embarrassment in any of the following years: Cleveland, 1923, 1924, 1927, 1930; Richmond, 1924, 1925, 1926, 1928, 1929, 1930; Atlanta, 1926, 1927, 1928; Chicago, 1929; St. Louis, 1922, 1927, 1928, 1929; Minneapolis, 1922, 1923, 1925, 1926, 1927, 1928, 1929, 1930; Kansas City, 1922, 1923, 1925, 1926, 1927, 1928, 1929. In the nine years preceding 1931, the Dallas District reported embarrassments only in 1929 and in 1930 and the San Francisco District only in 1922 and in 1930.

In the first six months of the current year no embarrassments were reported in either the New York, Cleveland, Richmond, Kansas City, Dallas or San Francisco Districts.

Embarrassments of companies borrowing on the Open Market since 1922 are distributed by Federal Reserve Districts as follows:

COMMERCIAL PAPER EMBARRASSMENTS BY FEDERAL RESERVE DISTRICTS

FEDERAL RESERVE CITY	1922	1923	1924	1925	1926	1927	1928	1929	1930	1931*	Total
Boston	1	..	..	5	1	..	..	..	..	1	8
New York	..	2	3	2	..	1	..	2	3	1	13
Philadelphia	..	..	..	..	..	1	..	..	..	..	2
Cleveland	2	..	..	1	1	1	1	1	..	..	8
Richmond	1	1	..	..	..	1	..	..	..	..	3
Atlanta	1	1	3	1	..	..	..	2	1	2	11
Chicago	1	2	6	1	1	2	1	..	2	1	18
St. Louis	..	1	1	1	1	..	..	..	1	1	6
Minneapolis	..	..	1	..	..	..	..	..	1	1	3
Kansas City	..	..	..	..	..	..	..	1	..	..	1
Dallas	..	..	..	..	..	..	2	3	..	..	5
San Francisco	1	..	..	..	..	..	..	..	2	..	3
Total	7	7	16	11	4	5	2	7	13	8	80

\* Six months.

The small losses for each \$10,000 invested, namely \$2.38, together with the comparatively few annual cases of commercial paper embarrassments throughout the United States, indicate the fundamental basis of the investment appeal for this type of security.

### Commercial Paper is Widely Distributed

Up into the seventies in the nineteenth century, it was the custom for country bank officers desiring to make investments in Commercial Paper to call at the brokers' offices and make their selec-

tions. In New York City, however, the brokers early began the practice of calling on the banks and making offerings of the Commercial Paper on hand.

In addition to buying Commercial Paper from brokers the larger New York banks also purchased Commercial Paper direct from concerns, other than depositors. "One of the earliest recollections of business," once wrote James G. Canon, "was as a young man I was sent out to 'offer money' to certain dry goods houses which the Board of Directors considered good."

Only one or two banks in New York City at that time had Credit Departments, and the work of these departments consisted principally in "noting up" what certain directors had to say about the notes purchased. Today every important bank and

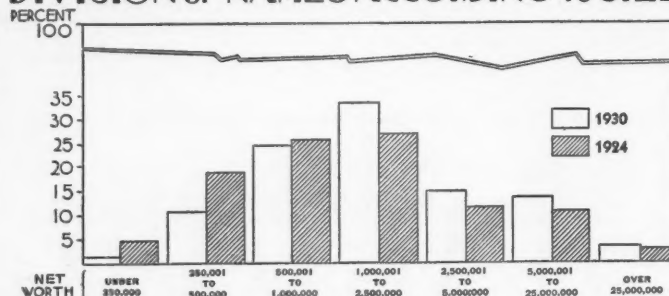
trust company in a reserve or a central reserve city has a Credit Department and in many of the larger banking institutions the departmental activity is divided industrially and geographically. It is one of the important tasks of the Credit Department in the larger banks to keep in touch with the changing credit standing of the important borrowers in the open market.

The intersectional activity of Commercial Paper, that is, the distribution of the notes of a single concern to banks and trust companies across the continent is one of the developments of the twentieth century in the open market. Today the notes of a St. Louis cotton merchant might be sold to 250 banks and trust companies located in every State in the Union. This is modern business specialization.

Prior to the recent period of unchecked speculation, most of the larger commercial paper brokerage houses had investment banking departments supplementing their commercial paper departments. During the past three years several of the important houses subsequently discontinued the selling of commercial paper in order to concentrate solely on their investment banking activities. As a result, commercial paper sales of the entire country are concentrated among a primary group of 17 important commercial paper brokers, and a secondary group of 15 small houses.

In the second installment of this analysis, which will appear in the August 8th issue of DUN'S REVIEW, a comparison between commercial paper embarrassments and National bank losses will be made and commercial paper yield will be discussed in detail.

### DIVISION OF NAMES ACCORDING TO SIZE





## TRADE REVIEW OF THE WEEK

The first month of the second half of the year closed with more indications of commercial solidarity and vigor than were apparent at this time twelve months ago. The continued existence of a number of unfavorable aspects in the business outlook is in some degree mitigated by distinct evidences of active replacement buying in a number of lines. A steady merchandising volume stands out in sharp contrast to a declining tendency in some manufacturing lines, with sport goods, vacation articles, women's apparel, men's furnishings, and certain household necessities making the largest contribution to the distributive totals.

### Stocks Depleted

Even though the heavy sales of Summer goods have reduced stocks below normal, merchants continue cautious in their commitments, and wholesale trade during the last week was out of alignment with the favorable start it made at the opening of the month. The greater stability of some price levels, however, is expected to help in hastening restocking, thus benefiting factories and wholesale distributors.

### Production Gains Uneven

While the Midsummer lull has settled on most industrial centers, with shutdowns the rule, there are some glaring exceptions to the general air of quietness. Furniture factories are more active, particularly in the low-priced articles, and flour production is increasing, being close to what it was a year and two years ago. That is, around 1,500,000 barrels weekly. The brightest spots in the industrial field, however, center around the shoe and textile trades, particularly in woollens and worsteds.

Shoe plants are turning out as many pairs a day as they ever have in their history. Reports continue to stress the demand for low-cost goods, the trend in this direction being so strong that 1931 may be remembered as the year of \$2 and \$3 shoes in quantities equal to those of other years when \$4

and \$5 shoes were chiefly made. The cotton goods market seems to have recovered somewhat from its slump during the early weeks of June. Sales of cotton goods during the first six months of the year ran about 8 per cent. in excess of production. Another favorable factor is contributed by the 12 per cent. gain in the movement of perishable commodities during the first half of the year. While canning plants are well employed, it is estimated that the pack of some of the staple vegetables will

be sharply under the 1930 total. In the case of peas, the decline is expected to be around 42 per cent.

### Motor Output Off

Throughout the month of July there was a noticeable easing in sales of automobiles from the record of May and June, with every indication pointing to the probability that the low point will be reached early in August. While shutdowns in this industry are an annual occurrence, they will not exceed two weeks' duration, and there are even exceptions to this rule, as

a few of the leading producers will continue operations throughout the entire Summer for at least a few days of each week. An encouraging development at the moment is the steadily mounting output of the manufacturers who have recently introduced new lines of low-priced cars. At one large plant the June production schedule of 7,000 cars was increased to 15,000 during July.

### Power Consumption Gaining

Consumption of electric current at some industrial centers continues to gain, and sales of electrical equipment made a fairly good showing all through July, except in the Eastern markets. A 15 per cent. decline in the production and shipment of cement is one of the unfavorable industrial exhibits, and another is the continued decline in crude oil output, with the likelihood of shutting down certain settled producing properties.

## DUN'S INDUSTRIAL INDICES

### Factors Reported Weekly:

Dun Reports	1931	1930	P.C.
Bank Clearings.....	\$6,006,639,000	\$9,011,779,000	-33.3
Commodity Price Advances.....	12	20	...
Commodity Price Declines.....	37	42	...
Insolvencies (number).....	483	468	+ 3.1

### Industrial Activity

†Crude Oil Output (barrels).....	2,486,950	2,486,700	+ .01
*Electric Power Output (kwh)....	*1,680,358	*1,713,078	- 1.9
Freight Car Loadings.....	757,555	928,271	-18.3

### Factors Reported Monthly:

#### Agriculture

‡Cotton Consumption (bales).....	453,388	405,236	+12.1
Cotton Exports (bales).....	255,459	185,033	+38.0

#### Dun Reports

Price Index Number.....	\$146.591	\$171.598	-14.6
Insolvencies (number).....	1,993	2,026	- 1.6
Insolvencies (liabilities).....	\$51,655,648	\$63,130,762	-18.2

#### Foreign Trade

Merchandise Exports.....	\$187,000,000	\$294,701,000	-36.5
Merchandise Imports.....	176,000,000	250,343,000	-29.7

#### Industrial Activity

Building Permits.....	\$89,087,118	\$119,421,575	-25.4
Pig Iron Output (tons).....	1,638,627	2,934,129	-44.2
Steel Output (tons).....	2,075,500	3,440,239	-39.7
Unfilled Steel Tonnage.....	3,479,323	3,968,064	-12.3
†Daily average production. ‡Domestic consumption. *(000) omitted.			

## COMPARATIVE ANALYSIS OF JULY INSOLVENCY RECORDS

Compilation of Month's Failures for Past Four Years Reveals Interesting Trend—Current Week's Defaults Higher

In the number of failures for the month of July in the past four years, there has been no definite evidence of a weekly trend. This is clearly established by two comparisons, as follows: A vertical comparison, in which the first week of July in the years 1928, 1929, 1930 and 1931 is taken as 100 per cent., and a horizontal comparison in which the four weeks of July in 1928 are taken as 100 per cent.

The actual number of failures which have occurred in the four weeks of July in the past four years are as follows:

Week of July:	1931	1930	1929	1928
First .....	389	485	338	357
Second .....	428	428	440	466
Third .....	469	452	376	426
Fourth .....	460	510	400	356

The first week of July usually includes the July 4 holiday and consequently the number of failures in this week tends to be smaller than in the week following. It will be noted that of the four years included in the table only 1928 showed fewer failures in the fourth week than in the first week.

In the vertical comparison, the percentage change from week to week is shown more clearly:

### Vertical Comparison

FIRST WEEK OF JULY EQUALS 100%

Week of July:	1931	1930	1929	1928
First .....	100.0	100.0	100.0	100.0
Second .....	110.0	88.4	130.2	130.6
Third .....	121.5	104.0	111.2	119.4
Fourth .....	115.8	117.2	118.2	100.0

### Fourth Week Average Higher

With the exception of 1928, when failures of the fourth week were approximately equal to those of the first week, the fourth week appears to have averaged about 16 per cent. higher than the first week, and although there generally has been an increase in the second week over the first week, there was an actual decrease in 1930. In 1930 and 1931, the number of failures of the third week were higher than those of the second week, while in 1928 and 1929 the number was less in that week than in the second week.

The horizontal comparison is an indication of the relationship between the failure trend of 1929, 1930, 1931 and that of 1928:

### Horizontal Comparison

CORRESPONDING WEEK OF 1928 EQUALS 100%

Week of July:	1931	1930	1929	1928
First .....	109.1	112.2	94.6	100.0
Second .....	92.0	92.0	94.5	100.0
Third .....	110.1	106.1	88.4	100.0
Fourth .....	126.4	143.1	112.4	100.0

The number of failures in each week of July, 1929, except the fourth one was less than in the corresponding week of July, 1928. On the other hand,

the total in three weeks of 1930 and 1931 was above the total for the corresponding week of 1928, but in the second week of both 1930 and 1931 there were fewer failures than in the second week of 1928.

It appears, then, that the number of failures for the first and fourth weeks of July, 1931, were lower than in the corresponding weeks of 1930; the second week of July of each year was equal; and the third week of July, 1931, was above the third week of July, 1930. This is a particularly encouraging comparison, because it indicates that the total number of failures for July of 1931 will be well below the total for July of 1930.

### Week's Defaults Higher

For the third successive week in July, there has been an increase in the insolvency record of the United States. Reaching a total of 483, the current week's exhibit was 17 in excess of last week's, and 55 more than the number for the week ended July 16. When compared with 468 for the week ended July 31, 1930, there is a gain of 15, or 3.1 per cent.

### South Makes Best Showing

As compared with the record of a week ago, there were fewer defaults in the South and the Pacific Coast States, 88 and 54 comparing with 115 and 65, respectively. When the comparison is extended to the corresponding week of 1930, the same favorable situation exists for these two geographical divisions, the failures in the South totaling 94, or 6 more, and those in the Pacific Coast States running to 74, or 20 more than they did during the current week.

Of the total of 483 defaults this week, 303 had liabilities of more than \$5,000 in each instance, which is 11 defaults more, with an indebtedness of \$5,000 in each case, than were set down a year ago. No week in July showed the number of bankruptcies in this class so large, the nearest approach to it being the 287 recorded for the week ended July 23.

There also was an increase in the number of failures in Canada, when compared with the total for the week preceding, 46 comparing with 34 for the earlier period. The total of the current week is an increase of 9 over the 37 insolvencies reported to R. G. Dun & Co. a year ago.

SECTION	Week July 30, 1931		Week July 23, 1931		Week July 16, 1931		Week July 31, 1930	
	Over \$5,000	Total	Over \$5,000	Total	Over \$5,000	Total	Over \$5,000	Total
East .....	124	193	112	173	98	146	109	163
South .....	52	88	65	115	52	103	51	84
West .....	103	148	79	116	81	122	94	137
Pacific .....	24	54	31	65	25	57	38	74
U. S. ....	303	483	287	469	256	428	292	468
Canada .....	22	46	15	34	19	27	24	37

## SURVEY OF THE AUTOMOBILE INDUSTRY

Half-Year's Output Shows Decline of 29 Per Cent., with Sales of Medium-Priced Cars Largest—Accessories Sell Well

Sales of new cars in New England appear to be off 15 to 20 per cent., although new business for the month of June shows a slight improvement over that of last year. Registrations for June in Massachusetts were ahead of those for the same period in 1930, the gain extending all along the line. There also was an increase in new drivers and automobile dealers.

Two well-known makes of low-priced cars are off 10 to 15 per cent. in sales, and positions reversed, compared with last year's figures. Medium-cost cars show only a slight variation, but some of the higher-priced ones show a marked falling off. A shortage of secondhand cars is reported.

### Good Fall Business Expected

Retail sales in Monroe County, of which Rochester comprises 85 per cent. of the population, were 976 cars in June, 1931, compared with 979 in June, 1930. Passenger car sales for the first six months of 1931 were 6,080, compared with 7,940 for the first six months in 1930. Dealers look for fair business in the Fall, especially with the introduction of the new models during the latter part of the year.

### Prices Fairly Steady

Manufacturers' volume is down, as compared to that of previous years, with no heavy advance shipments assured. Distributors at Syracuse, while speaking hopefully of an early upturn, give no concrete evidence to confirm this opinion. Prices remain firm. Distributors admit curtailed volume, and do not expect any material increase for the better for the balance of the year. Prices hold fairly steady.

### Accessory Output Declines

Automobile accessories are manufactured in New Haven in considerable quantity by a number of establishments. The volume of accessories manufactured the past three months, compared with the total of the previous three months is approximately 15 per cent. less.

This decreased productivity of accessories is believed to be partially explainable by the fact that sales for new cars have increased somewhat, while the sales of used cars have fallen off.

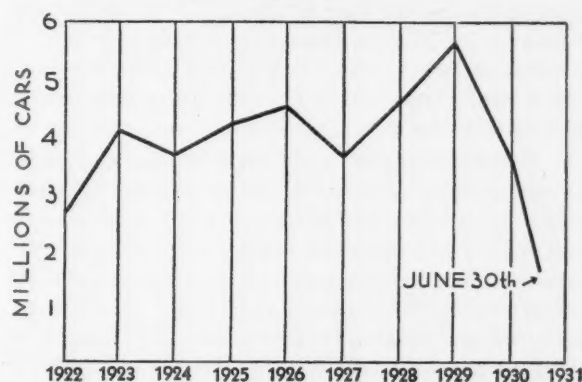
### Used-Car Demand Active

Jobbers and distributors in the St. Louis district report a decrease of about 10 per cent. in sales for the first six months of this year, compared with the record of 1930. Medium-priced cars have held

up better than the cheap and very expensive makes. Demand for used cars is relatively more active than for new vehicles and stocks in this classification are about 30 per cent. lower than they were a year ago.

Sales of tires and accessories are having a seasonal stimulation, though prices still are low. Stocks of new cars are below normal, dealers continuing the policy of purchasing only sufficient vehicles to apply on actual sales or reasonably certain prospects. The immediate outlook is for an unchanged condition during the next several months, with a slight improvement in country business, due to favorable crop prospects.

### Production of Passenger Automobiles and Motor Trucks



These figures, which were supplied by the National Automobile Chamber of Commerce, include the production of American plants located in Canada.

With the 1931 production running 29 per cent. behind that for the first half of 1930, this is the first time in the history of the industry that output of motor vehicles has shown a decline for two years in succession.

### June Repossessions Lower

Sale of new cars at Atlanta increased slightly during June, 1931, over the corresponding period of 1930, though the tendency among purchasers is inclined toward lighter cars. Collections, it is stated, are holding up well; repossessions were less in June, 1931, than in previous months.

The used-car situation is generally described as much more satisfactory than at this period last year. A decided increase of activity is anticipated in the near future, but the situation is accepted as favorable for a normal Fall business, along conservative lines.

### Sales of Cheap Cars Gain

A definite trend toward the purchase of cheaper cars in the Norfolk district has forced these sales to a point in excess of the record for the cor-

*continued on page 17*



## BUSINESS CONDITIONS OF THE WEEK—REPORTED BY

**BOSTON** Retail trade is experiencing a seasonable dullness, aggravated by the extreme heat, which semiannual mark-down sales are not overcoming. Some degree of activity is reported in lightweight Summer materials and wearing apparel, but hardly more than normal. Hardware and building materials continue weak and dull.

The bright spots on the business horizon in New England are the continued strength of the wool market, with slightly better prices keeping pace with the large volume of business being handled by the worsted mills. This, with the steadiness exhibited in the hide and leather market and good volume of business the shoe manufacturers are getting lead some to believe that permanent improvement is not far distant.

**PHILADELPHIA** Although some lines continue to lag, conditions in most industries are better than they were last year at this time. Probably the most activity at present is in the boot and shoe trade. As a result, heavy leather and hides are firm in price, and some manufacturers have advanced quotations on Fall business.

**PITTSBURGH** High temperatures continue to stimulate demand for Summer wearing apparel, and department store sales are being fairly well maintained by extensive advertising and special sales. Hardware sales are showing a slight improvement, and there is a fairly good demand for electric fans, refrigerators and kindred items. Automobile sales are averaging about 25 per cent. below normal.

Production of crude oil shows a slight increase. Pennsylvania grades of crude oil are up 20c. a barrel this week, with the highest price at \$1.80 a barrel. In the bituminous coal field, the strike continues, but production is at a slightly higher rate, and there is a greater movement of coal up the Great Lakes. Prices show little change, although prepared sizes of domestic coal will be advanced 25c. per ton on August 1.

**BUFFALO** There has been a slackening up of retail buying. For the month, sales have fallen off about 6 per cent., as compared with those of one year ago, and show a return to the lower volume in May. Results are somewhat disappointing, with a few of the larger stores about equalling last year's volume; the smaller stores are the principal sufferers. Hosiery and footwear are moving well. Crop conditions are reported to be encouraging from the farmer's point of view.

**ROCHESTER** Wholesale and retail activity, with the exception of apparel sales are quiet. Manufacturing during June was 16 per cent. below that of June a year ago, whereas factory pay rolls were 25 per cent. off during the same period.

Building permits issued for Rochester during

July exceed \$1,900,000, a substantial gain over the record of June, 1930. Midsummer mail sales are drawing price-minded purchasers.

**ST. LOUIS** The volume of business transacted during the week is reported to be less than that for the same period last year. Attention is apparently being turned to the Fall season, at which time a decided improvement is expected. The boot and shoe industry is continuing at near capacity. The renewed activity of the iron mines in Southern Missouri has improved conditions locally, and has created about one thousand jobs.

**BALTIMORE** The continued hot weather is a favorable factor in the movement of seasonal merchandise and conditions in agricultural regions are slowly improving, because of a promising crop outlook, the tobacco and fruit crops being in an especially good condition.

The unemployment situation is markedly better than it was earlier in the year. Mail-order houses and chain-store systems report an appreciable improvement for the second quarter over results for the first three months of this year.

**NORFOLK** The investment in the Norfolk area, of \$50,000,000 in the tourist trade, and the increased advertising by the local Chamber of Commerce are showing gratifying results in the Midsummer resort and tourist check-up, with the tendency to curtail expenditures overbalanced by an increase in volume. In one travel artery, due to the opening of a new ferry line, traffic has increased 100 per cent. over last year's.

**DALLAS** The government estimate of Texas cotton acreage standing on July 1, 1931, of 16,126,000 acres shows a decline of 1,402,000 acres from that of a year ago. A good part of the abandoned acreage went into food and feed crops. The recent State-wide rains were beneficial to growing crops, especially cotton, except in insect sections. Temperatures have been generally favorable, and the cotton condition is classed as mostly fair to good.

**CHICAGO** Retail trade continues in good average volume for the season, showing little change from last week. Wholesale dry goods houses report a fair activity in certain women's wear lines, particularly in hats, which are responding to the introduction of new styles. Some of the local second-quarter earnings reports indicate that automobile accessory and radio companies are doing a little better than a year ago, replacement business being a factor with the former.

Livestock markets were irregular in the early trading, with the better grades of cattle working a little higher. Light hogs were in demand at steady prices, but the heavy seesawed a little lower. Packer hides were active.



## DISTRICT OFFICES OF R. G. DUN & CO.

**CLEVELAND** Midsummer merchandise is having a fair run of sales, and merchants report a more average and serviceable grade of goods in best demand. The number of sales holds up fairly well, but measured in dollars, the volume is not so great. The wholesale trades are somewhat irregular, some lines carrying along fairly well, while others are dull.

**CINCINNATI** In some quarters, a gradual upturn to business is anticipated in the Fall months, this being supported by definite indications of more favorable conditions in agricultural sections. Retail trading, temporarily, has been stimulated by exceptionally hot weather. Immediate sales in the jobbing markets are confined to warm weather apparel, with no disposition to make commitments for later requirements.

In the hardware trade, there evidently is a more promising outlook, attributed to increased sales from the rural sections. Business handled during June and July exceeded the volume transacted during the preceding months of this year and, based upon recent gains, sales should show a satisfactory pick-up in the Fall season.

**DETROIT** Retail business locally still continues slow, as a whole, although seasonable merchandise for vacation outings has been in fair demand. Wholesalers and jobbers report customers buying carefully and in comparatively conservative amounts. Factory conditions show little change.

**KANSAS CITY** Representative distributors of hardware, groceries, dry goods, men's furnishings and millinery report that current business is fairly satisfactory in point of volume. Wheat receipts have been lessening, and those growers who were not forced to sell are storing, with the result that trade in tanks and bins has been good.

Flour production during the past week continued fairly active, but new business is smaller, which was occasioned probably by announcement of freight rate reductions to start soon.

**TWIN CITIES (St. Paul-Minneapolis)** The continuation of damage from excessive heat and lack of moisture throughout nearly all of this district and the ravage of grasshoppers in some sections are causing a deleterious effect upon business at both wholesale and retail. The crop prospects of a few weeks ago have been materially lessened, causing many interior merchants to limit purchasing to absolutely current needs.

Retail trade in the larger centers has not been so much affected. The returns coming in from early threshing of small grain show a fair quality, but the yield is below average per acre. The early potato crop has been badly blighted. Corn is wither-

ing considerably, but still has a chance to develop, if there are rains in the near future.

**DENVER** Conditions in Colorado are quiet, but some cheerfulness is expressed for the balance of the year. This State is generally credited with having less unemployment per capita than any of the Western States.

Agricultural conditions, while not the best, are considered satisfactory. Wholesale houses, generally speaking, report that sales have shown a decrease of about 25 per cent. over the same period in 1930. Retail trade in the larger cities is sluggish.

**SAN FRANCISCO** Local department stores are beginning to show Fall merchandise and report a slight increase in sales. There also has been a slight gain in wholesale distribution, and the feeling of cheerfulness regarding the future is spreading. Sales of electrical refrigerators continue to gain, and there also is a larger movement of electrical household equipment.

**LOS ANGELES** Trade, in general, while somewhat below the volume of this time last year, is regarded as satisfactory, a slight slackening at this time being characteristic of the early Summer period. The trend in business activity for this section has appeared to be gradually upward during the first half of the year.

Most deciduous fruit crops are reported as being in either good or fair condition at this time. No marked decrease is noted in employment, and there appears to be a considerable improvement in the feeling of local industrialists, who are planning for the future with greater confidence. The improvement in industrial lines is reflected in the sales of electrical current, which in July increased 0.6 per cent. over the June record.

**PORTLAND** Midsummer conditions prevail in all retail lines, with buying stimulated by the low prices. Purchasers are interested, however, mainly in seasonal merchandise. Wholesale trade is of a conservative nature, with not much attention given to requirements beyond the near future.

Lumber production is gradually enlarging, but the demand is backward and shows no signs of improving immediately. Reports from 223 leading mills in the Douglas fir region show an output for the week of 100,468,142 feet, with sales of 101,065,576 feet, and shipments of 92,769,415 feet.

**SEATTLE** The past fortnight, a briskness has been noted in retail trade, due to seasonable weather and to the large influx of tourist trade. Automobile sales show a slight increase over those of the week previous, though they are approximately 30 per cent. under the record for the same week last year.

## WEEKLY QUOTATION RECORD OF

## Weakness in Commodity Prices

Commodity quotations this week were marked by an excess of declines. The easing, however, was by no means marked, although in Dun's list 37 quotations of a total of 49 were in a downward direc-

tion, in contrast to only 17 declines for the week preceding.

More than half of these reductions, or a total of 19, was furnished by the foodstuffs group, weakness being general through the grain and flour lists, with advances and declines about evenly divided in

	Ch'ge	This Week	Last Week	Last Year		Ch'ge	This Week	Last Week	Last Year
<b>FOODSTUFFS</b>									
<b>BEANS:</b> Pea, choice.....100 lb	4.50	4.50	6.50		<b>FAS Plain Red Gum,</b>				
Red kidney, choice..... " -25	6.50	16.75	11.50		4/4" .....per M ft.	81.50	81.50	102.00	
White kidney, choice..... " -25	6.00	16.00	9.50		FAS Ash 4/4"..... " " "	105.00	105.00	116.00	
<b>COFFEE,</b> No. 7 Rio.....lb- 1/2	5 1/2	6	10		FAS Poplar, 4/4", 7 to	82.00	82.00	95.00	
Santos No. 4..... " - 1/2	9	9	12 1/2		17" ..... " " "				
<b>DAIRY:</b>					Beech, No. 1 Common,	50.00	50.00	50.00	
Butter, creamery, extra.....lb- 1/2	25	25 1/2	37		4/4" ..... " " "	105.00	105.00	120.00	
Cheese, N. Y., fancy..... " + 1/2	14	13 1/2	25		FAS Birch, Red 4/4"..... " " "	82.50	82.50	87.50	
Eggs, nearby, fancy.....doz	31 1/2	31 1/2	40		FAS Chestnut, 4/4"..... " " "	75.00	75.00	80.00	
Fresh, gathered, extra firsts..... " - 1/2	21	21	24		No. 1 Com. Mahogany,	165.00	165.00	165.00	
<b>DRIED FRUITS:</b>					4/4" ..... " " "	84.00	84.00	90.00	
Apples, evaporated, fancy.....lb+ 1/2	10 1/2	10	14		FAS H. Maple, 4/4"..... " " "	31.00	31.00	35.00	
Apricots, choice..... " - 1 1/2	14	14	14		Canada Spruce, 2x4"..... " " "				
Citron, imported..... " - 1 1/2	15	16 1/2	21		N. C. Pine, 4/4", Edge				
Currents, cleaned, 50-lb. box..... " - 1/2	11 1/2	11 1/2	11 1/2		Under 12" No. 2 and	42.00	42.00	46.50	
Lemon Peel, imported..... " - 1/2	16 1/2	16 1/2	14 1/2		Better ..... " " "	58.00	58.00	64.00	
Orange Peel, imported..... " - 1/2	17	17	15 1/2		FAS Basswood, 4/4"..... " " "	76.00	76.00	79.00	
Peaches, Cal. standard..... " - 1	7 1/2	8 1/2	12 1/2		Douglas Fir, Water				
Prunes, Cal. 40-50, 25-lb. box..... " - 1/2	6	6 1/2	8 1/2		Ship, c. l. f., N. Y.	22.50	22.50	25.25	
<b>FLOUR:</b> Spring Pat.....196 lbs-20	4.05	4.25	5.00		2x4", 18 feet..... " " "	71.00	71.00	75.00	
Winter, Soft Straights..... " -45	3.05	3.50	4.00		Cal. Redwood, 4/4",				
Fancy Minn. Family..... " -15	5.60	5.75	6.20		Clear ..... " " "	24.25	24.25	28.00	
<b>GRAIN:</b> Wheat, No. 2 R.....bu-2	64 1/2	66 1/2	1.01 1/2		North Carolina Pine				
Corn, No. 2 yellow..... " -2 1/2	70 1/2	72 1/2	1.05 1/2		Roofers, 13/16x6"..... " " "	5.50	5.50	7.00	
Oats, No. 3 white..... " -2	33	35	43 1/2		NAVAL STORES: Pitch.....bbl	4.35	4.00	5.45	
Rye, No. 2, F.O.B..... " -2 1/2	38 1/2	41 1/2	65 1/2		Rosin "B"..... " +35	10.00	10.00	13.00	
Barley, malting..... " -1 1/2	56 1/2	58	66 1/2		Tar, kiln burned..... " - 1/2	36 1/2	37 1/2	41 1/2	
Hay, No. 1.....100 lbs	1.20	1.20	1.40		Turpentine, carlots.....gal - 1/2	13 1/2	13 1/2	7 1/2	
<b>HOPS:</b> Pacific, Pr. '30.....lb	22	22	21		PAINTS: Litharge, com'l Am. lb	13 1/2	13 1/2	8 1/2	
<b>MOLASSES AND SYRUP:</b>					Red Lead, dry.....100 "	13 1/2	13 1/2	13 1/2	
Blackstrap-bbls.....gal	10	10	17		White Lead in Paste.....lb	13 1/2	13 1/2	7 1/2	
Extra Fancy..... " -45	54	54	60		" dry..... " "	6 1/2	6 1/2	6 1/2	
<b>FEAS:</b> Yellow split, dom. 100 lbs-25	4.00	4.25	5.50		Zinc, American..... " "	9 1/2	9 1/2	9 1/2	
<b>PROVISIONS, Chicago:</b>					<b>ADVANCES 1; DECLINES 1.</b>				
Beef Steers, best fat.....100 lbs+25	8.50	8.25	11.15		<b>HIDES AND LEATHER</b>				
Hogs, 220-250 lb. w'ts..... " +30	6.70	6.40	9.10		<b>HIDES, Chicago:</b>				
Lard, N. Y., Mid. W..... " -20	8.30	8.30	10.40		Packer, No. 1 native.....lb	12	12	13 1/2	
Pork, mess.....bbl-50	21.75	22.25	30.50		No. 1 Texas..... " "	12	12	13 1/2	
Lamb, best fat, natives.....100 lbs	8.50	8.50	10.75		Colorado..... " "	11 1/2	11 1/2	13	
Sheep, fat ewes..... " "	3.50	3.50	3.50		Cows, heavy native..... " "	11 1/2	11 1/2	11 1/2	
Short ribs, sides 1st..... " "	8.50	8.50	13.25		Branded cows..... " "	11	11	10 1/2	
Bacon, N. Y., 140 down.....lb+ 1/2	11 1/2	11 1/2	15 1/2		No. 1 buff hides..... " "	8 1/2	8 1/2	8	
Hams, N. Y., 18-20 lb..... " "	13 1/2	13 1/2	18 1/2		No. 1 extremes..... " - 1/2	10	10 1/2	10	
Tallow, N. Y., sp. loose..... " "	3 1/2	3 1/2	5 1/2		No. 1 kip..... " - 1	9 1/2	10 1/2	11 1/2	
<b>RICE, Dom. Long grain, Fancy lb</b>	6	6	6 1/2		No. 1 calfskins..... " - 1/2	10	10 1/2	12 1/2	
Blue Rose, choice..... " "	3 1/2	3 1/2	4 1/2		Chicago city calfskins..... " - 1/2	13 1/2	14	16 1/2	
Foreign, Japan, fancy..... " "	3 1/2	3 1/2	4 1/2		<b>LEATHER:</b>				
<b>SPICES:</b> Mace, Banda No. 1 lb	52	52	65		Union backs, t.r.....lb	35	35	40	
Cloves, Zanzibar..... " +1	20	19	27 1/2		Scoured oak-backs, No. 1..... " "	39	39	46	
Nutmegs, 1055-1105..... " "	16	16	19		No. 2 butt bends..... " "	54	54	60	
Ginger, Cochín..... " "	8 1/2	8 1/2	16		<b>ADVANCES 0; DECLINES 4.</b>				
Pepper, Lampung, black..... " "	12 1/2	12 1/2	19		<b>TEXTILES</b>				
" Singapore, white..... " "	18	18	24 1/2		<b>BURLAP, 10 1/2-oz. 40-in.....yd+ 1/2</b>	5 1/2	5	6 1/2	
" Bombasa, red..... " "	20	20	18		8-oz. 40-in..... " "	4	4	4 1/2	
<b>SUGAR:</b> Cent. 96.....100 lbs+5	3.55	3.50	3.19		<b>COTTON GOODS:</b>				
Fine gran., in bbls..... " "	4.75	4.75	4.70		Brown sheetings, stand.....yd	6 1/2	6 1/2	10	
<b>TEA:</b> Formosa, standard.....lb	12	12	13		Wide sheetings, 10-4..... " "	46	46	56	
Fine..... " "	22	22	28		Bleached sheetings, stand..... " "	13 1/2	13 1/2	17	
Japan, basket fired..... " "	12	12	14		Medium..... " "	10 1/2	10 1/2	10 1/2	
Congou, standard..... " "	12	12	12		Brown sheetings, 4 yd..... " - 1/2	5 1/2	5 1/2	7 1/2	
<b>VEGETABLES:</b> Cabbage (Jersey)					Standard print..... " "	7 1/2	7 1/2	8	
bakt..... " +10	50	40	50		Brown drills, standard..... " - 1/4	7 1/2	7 1/2	10 1/4	
Onions, Jersey, Yel.....bakt-10	65	75	75		Staple gingham..... " "	7	7	10	
Potatoes, L. I.....bbl	2.25	2.25	2.50		Print cloths, 38 1/2-in. 64x60..... " - 1/2	4 1/2	4 1/2	5 1/2	
Turnips, Can., Rutabaga.....bag-25	75	1.00	90		Hose, belting, duck..... " - 1 1/2	21 1/2	23	30	
<b>ADVANCES 8; DECLINES 19.</b>					<b>HEMP:</b> Midway, Fair Current.....lb- 1/4	5 1/2	5 1/2	9 1/2	
<b>BUILDING MATERIALS</b>					<b>JUTE:</b> first marks..... " "	3 1/2	3 1/2	4 1/2	
Brick, N. Y., delivered.....1000	10.50	10.50	15.00		<b>RAYON:</b>				
Portland Cement, N. Y., Trk.					Den. Fil.				
loads, delivered.....bbl	1.66	1.66	2.60		a 150 22-32..... " "	75	75	95	
Chicago, carloads..... " "	1.85	1.85	1.95		b 150 40..... " "	1.60	1.60	1.60	
Philadelphia, carloads..... " "	2.35	2.35	2.50		a Viscose Process. b. Cellulose				
Lath, Eastern spruce.....100	3.65	3.65	4.50		Acetate.				
Lime, hyd., masons, N. Y.....ton	13.00	13.00	14.00		<b>SILK:</b> Italian Ex. Clas.....lb	12.42	12.42	3.20	
Shingles, Cyp., Pr. No. 1.....1000	10.00	10.00	13.00		Japan, Extra Crack..... " "	2.60	2.60	3.00	
Red Cedar, Clear, rail..... " "	3.51	3.51	3.96		<b>WOOL, Boston:</b>				
<b>LUMBER:</b>					Average, 25 quot.....lb	39.60	39.60	48.72	
White Pine, No. 1 Barn,					Ohio & Pa. Fiecces..... " "	25	25	30	
1x4" .....per M ft.	54.50	54.50	60.00		Delaine Unwashed..... " "	24	24	30	
FAS Quartered Wh. Oak,					Half-Blood Combing..... " "	20	20	25	
4/4" ..... " " "	154.00	154.00	154.00		Half-Blood Clothing..... " "	16	16	24	
FAS Plain Wh. Oak,					Common and Braid..... " "				
4/4" ..... " " "	115.00	115.00	114.00						

# WHOLESALE COMMODITY PRICES

dairy products. In provisions, advances were in excess of the declines, due to the strength of beef and hog quotations. Sugar was slightly stronger, but vegetables were mainly lower, attributable to the heavy receipts of seasonal items.

Hide prices have changed from the general

upward trend they have followed for nearly a month, fractional declines being recorded in 4 out of 10 listings. While wool, silk and rayon continued firm at last week's level, cotton goods were slightly off, particularly brown sheetings and print cloths. Continued strength characterized the metal group.

	Ch'ge	This Week	Last Week	Last Year		Ch'ge	This Week	Last Week	Last Year
Mich., and N. Y. Fleeces:					Sarsaparilla, Honduras.....lb		42	42	48
Delaine Unwashed.....lb		23	23	27	Soda ash, 58% light.....100"	+15	1.15	1.00	1.32
Half-Blood Combing....."		22	22	27	Soda benzoate....."		40	40	50
Half-Blood Clothing....."		20	20	25	ADVANCES 1; DECLINES 1.				
Wis., Mo., and N. E.:					METALS				
Half-Blood....."		20	20	25	Pig Iron: No. 2X, Ph.....ton		17.01	17.01	19.76
Quarter-Blood....."		20	20	28	No. 2 valley furnace....."		17.00	17.00	18.00
Southern Fleeces:					Bessemer, Pittsburgh....."		18.76	18.76	20.26
Ordinary Mediums....."		19	19	26	No. 2 South Cincinnati....."		14.69	14.69	16.69
Kr. W. Va., etc.; Three-eighths					Billets, rerolling, Pittsburgh....."		29.00	29.00	31.00
Blood Unwashed....."		25	25	33	Forging, Pittsburgh....."		35.00	35.00	36.00
Quarter-Blood Combing....."		24	24	33	Wire rods, Pittsburgh....."		35.00	35.00	36.00
Texas, Scoured Basis:					O-h rails, hy., at mill....."		43.00	43.00	43.00
Fine, 12 months....."		58	58	73	Iron bars, Chicago.....100 lb		1.70	1.70	1.75
Fine, 8 months....."		50	50	68	Steel bars, Pittsburgh....."		1.60	1.60	1.65
California, Scoured Basis:					Tank plates, Pittsburgh....."		1.60	1.60	1.65
Northern....."		51	51	65	Shapes, Pittsburgh....."		1.60	1.60	1.65
Southern....."		46	46	60	Sheets, black No. 24, Pitts-				
Oregon, Scoured Basis:					burgh....."		2.40	2.40	2.45
Fine & F. M. Staple....."		60	60	73	Wire Nails, Pittsburgh....."		1.80	1.80	2.05
Valley No. 1....."		52	52	67	Barb Wire, galvanized, "				
Territory, Scoured Basis:					Pittsburgh....."		2.55	2.55	2.80
Fine Staple Choice....."		61	61	75	Galv. Sheets No. 24, Pitts-				
Half-Blood Combing....."		55	55	70	burgh....."		2.90	2.90	3.10
Fine Clothing....."		53	53	65	Coke, Connellsville, oven.....ton		2.40	2.40	2.50
Pulled: Delaine....."		70	70	80	Furnace, prompt ship....."		3.50	3.50	3.50
Fine Combing....."		68	68	67	Foundry, prompt ship....."		2.40	2.40	2.50
Coarse Combing....."		43	43	47	Aluminum, pig (ton lots).....lb		23	23	23
California AA....."		65	65	75	Antimony, ordinary....."		6 3/4	6 3/4	7
WOOLEN GOODS:					Copper, Electrolytic....."	- 1/4	7 1/2	8	11
Standard cheviot, 14-oz.....yd	1.30	1.30	1.46		Zinc, N. Y....."		4 1/2	4 1/2	5
Serge, 11-oz....."	1.65	1.65	1.80		Lead, N. Y....."		4 1/2	4 1/2	5 1/4
Serge, 16-oz....."	2.28	2.28	2.31		Tin, N. Y....."		24 1/2	25	30
Fancy cassimere, 13-oz....."	1.82 1/2	1.82 1/2	2.35		Tinplate, Pittsburgh, 100-lb. box		5.00	5.00	5.25
36-in. all-worsted serge....."	45	45	52 1/2		ADVANCES 0; DECLINES 1.				
36-in. all-worsted Pan....."	45	45	51 1/2		MISCELLANEOUS				
Broadcloth, 54-in....."	2.80	2.80	3.75		COAL: f.o.b. Mines.....ton				
ADVANCES 1; DECLINES 5.					Bituminous:				
DRUGS AND CHEMICALS					Navy Standard....."		2.15	2.15	2.10
Acetanilid, U.S.P. bbls.....lb	36	36	36		High Volatile, Steam....."		1.25	1.25	1.25
Acid, Acetic, 28 deg.....100"	2.60	2.60	3.11		Anthracite, Company:				
Carbolic, cans....."	17	17	17		Stove....."		7.60	7.60	8.25
Citric, domestic....."	37 1/2	37 1/2	46		Egg....."		7.35	7.35	8.25
Muriatic, 18'.....100"	1.00	1.00	1.00		Nut....."		7.35	7.35	8.35
Nitric, 52'....."	6.50	6.50	6.50		Pea....."		5.35	5.35	4.55
Oxalic, spot....."	10 1/2	10 1/2	11 1/2		DYE STUFFS—Bi-chromate				
Sulphuric, 60'.....100"	55	55	55		Potash, am.....lb		8 1/2	8 1/2	9
Tartaric crystals....."	31 1/2	31 1/2	35 1/2		Cochineal, silver....."		52	52	60
Fluor Spar, acid, 98%.....ton	38.50	38.50	38.50		Cutch, Rangoon....."		10 1/2	10 1/2	13 1/2
Alcohol, 190 proof U.S.P.....gal	2.37	2.37	2.55 1/2		Gambier, Plantation....."		7 1/2	7 1/2	7 1/2
wood 95%....."	44	44	50		Indigo, Madras....."		1.25	1.25	1.25
denatured, form B....."	22	22	89		Prussiate potash, yellow....."		18 1/2	18 1/2	18 1/2
Alum, lump.....lb	3.25	3.25	3.50		FERTILIZERS:				
Ammonia, anhydrous....."	15 1/2	15 1/2	15		Bones, ground steamed, 1 1/4,				
Arsenic, white....."	4	4	4		am., 60% bone phosphate,				
Balsam, Copaiba, S. A....."	20	20	28		Chicago.....ton		25.00	25.00	28.50
Flr, Canada.....gal	10.00	10.00	11.00		Muriate potash 80%....."		37.15	37.15	37.15
Peru....."	1.50	1.50	1.70		Nitrate soda.....100 lbs		2.05	2.05	1.99
Bicarbonate Soda, Am.....100 lbs	2.64	2.64	2.25		Sulphate ammonia, do-				
Bleaching powder, over					mestic, delivered....."		1.60	1.60	1.85
84%....."	2.00	2.00	2.00		Sulphate potash bs. 90%.....ton		48.25	48.25	48.25
Borax, crystal, in bbl.....lb	2 1/2	2 1/2	2 1/2		OILS: Coconut, Spot, N. Y.....lb - 1/4				
Brimstone, crude domestic.....ton	18.00	18.00	18.00		China Wood, bbls, spot....."		4 1/2	4 1/2	6 1/2
Calomel, American.....lb	1.82	1.82	2.05		Cod, Newfoundland.....gal - 5		40	45	60
Camphor, slabs....."	53	53	56		Corn, crude Mill.....lb		6 1/2	6 1/2	7
Castile Soap, white.....case	15.00	15.00	15.00		Cottonseed, spot....."	- 1/4	6 1/2	7	8
Castor Oil No. 1.....lb	10 1/2	10 1/2	11 1/2		Lard, Extra, Winter st....."	- 1/4	8 1/2	8 1/2	11
Caustic Soda, 76%.....100"	2.25	2.25	2.95		Linseed, city raw, carlots....."	- 1/4	8 1/2	9	14
Chlorate potash....."	8	8	8		Neatsfoot, pure....."		9 1/2	9 1/2	13
Chloroform, U.S.P....."	25	25	27		Rosin, first run.....gal		50	50	61
Cocaine, Hydrochloride.....oz	8.50	8.50	8.50		Soya-Bean, tank, cars, M. W.....lb		6	6	8 1/2
Cream tartar, domestic.....lb	23 1/2	23 1/2	26 1/2		Petroleum, Pa., cr., at well.....bbl		1.15	1.15	2.05
Epsom Salts.....100 lbs	2.25	2.25	2.25		Kerosene, wagon, delivery.....gal		17	17	15
Formaldehyde....."	6	6	8 1/2		Gas'e auto in gar., st. bbls....."		13 1/2	13 1/2	14 1/2
Glycerine, C. P. in drums....."	12 1/2	12 1/2	13		Wax, ref. 125 m. p.....lb		3 1/2	3 1/2	3 1/2
Gum-Arabic, Amber....."	9	9	15		PAPER: Newsroll Contract.....				
Benzoin, Sumatra....."	29	29	31		Book, S. & S. C.....lb		57.00	57.00	62.00
Gamboge, pipe....."	75	75	1.05		Writing, tub-sized....."		5 1/2	5 1/2	6
Shellac, D. C....."	33	33	47		No. 1 Kraft....."		10	10	10
Tragacanth, Aleppo 1st....."	1.35	1.35	1.35		Sulphite, Domestic, bl.....100"		2.25	2.25	3.00
Licorice Extract....."	18	18	18		Old Paper No. 1 Mix....."		20	20	22
Powdered....."	33	33	33		PLATINUM				
Menthol, Japan, cases.....-5	3.30	3.35	4.00		RUBBER: Up-River, fine.....lb + 1/4		38.00	38.00	52.00
Morphine, Sulp., bulk.....oz	7.95	7.95	8.95		Plan, 1st Latex, crude....."	- 1/4	8 1/2	8 1/2	13
Nitrate Silver, crystals....."	22 1/2	22 1/2	27 1/2		ADVANCES 1; DECLINES 6.				
Nux Vomica, powdered.....lb	8	8	8		TOTAL ADVANCES.....				
Opium, jobbing lots....."	12.00	12.00	12.00		TOTAL DECLINES.....				
Quicksilver, 75-lb. flask....."	103.00	103.00	119.00			12	25	20	
Quinine, 100-oz. tins.....oz	40	40	40			37	17	42	
Rochelle Salts.....lb	19	19	19						
Sai ammoniac, lump, imp....."	10 1/2	10 1/2	10 1/2						
Sai soda, American.....100"	90	90	90						
Saltpetre, crystals....."	7 1/2	7 1/2	7 1/2						



## NATIONAL MONEY AND CREDIT CONDITIONS

Demand for Loans from Agricultural Districts Stronger, as Crop Movement Starts—Payments Slightly Prompter

### MONEY MARKETS

#### In Eastern Sections

**Boston** Inactivity characterizes the entire money market, with an apparent oversupply of call money at  $2\frac{1}{2}$  per cent. Brokers' quick loans are  $2\frac{1}{2}$  per cent.; commercial paper,  $2\frac{1}{2}$  to 3 per cent.; and collateral loans, 5 to  $5\frac{1}{2}$  per cent.

**Philadelphia** Local banks report an abundance of money, with demand limited, and rates hovering around recent low levels. Demand from brokers is light.

#### In South and Southwest

**St. Louis** Demand for money continues light, with the supply ample. Commercial loans range from 4 to 6 per cent., with prime commercial paper at 2 to 5 per cent.

**Atlanta** Bank deposits continue at a steady level, but the demand for funds still is light. There has been no change in interest rates.

**Dallas** Dullness of demand for commercial loans still is apparent, resulting in a surplus of available funds. Rates continue easy.

#### In Western Sections

**Chicago** The money market continues easy, with commercial paper 2 to  $2\frac{1}{2}$  per cent.; counter loans  $3\frac{3}{4}$  to  $5\frac{1}{2}$  per cent.; brokers' loans on collateral,  $3\frac{1}{2}$  to 4 per cent.; and customers' collateral loans 5 to 6 per cent., with frequent shading.

**Cleveland** Money continues easy, with demand for important loans far below normal; interest rates continue weak. The Federal Reserve report this week indicates a fairly steady situation prevailing in all branches, compared with last week's report.

**Cincinnati** Transactions from commercial sources continue limited, despite ample funds. Some interest has been manifested in high-grade municipal bonds and government securities. Rates continue on the basis of 4 to  $4\frac{1}{2}$  per cent. for call loans, and average 5 to  $5\frac{1}{2}$  per cent. to industrial sources.

**Twin Cities (St. Paul-Minneapolis)** Demand for loans at local commercial banks remains weak. Deposits are heavy. Bank rates still range from 3 to 6 per cent. Commercial paper is quoted at 2 to  $2\frac{1}{2}$  per cent.

**Kansas City** Banks report a slightly increased demand for money, particularly for the movement of crops. Deposits are well maintained.

Prime paper is going at 4 per cent., with the general average 5 to 6 per cent.

### COLLECTION CONDITIONS

#### In Eastern Districts

**Philadelphia** Collections have improved somewhat in the radio trade and generally are fair to good.

**Pittsburgh** No improvement has been noted in collections, which still average slow.

**Buffalo** Collections show little change over last week's record, being classed as fair to slow.

**Rochester** There has been a slight improvement in collections, which average about fair.

#### In South and Southwest

**St. Louis** Collections for the week are unchanged, with fair average returns for the season.

**Baltimore** The great majority of returns are satisfactory, the slowness being confined to agricultural districts and to urban installment accounts.

**Atlanta** Although some improvement is noted over last week, collections continue slow.

**Norfolk** General collections are satisfactory, particularly with retailers of seasonal merchandise.

#### In Western Districts

**Chicago** Collections were a little slower this week, but the general average continues fair.

**Cincinnati** Collections continue below the seasonal average in most lines, and complaints of slowness are general.

**Twin Cities (St. Paul-Minneapolis)** Collections have slowed up a bit, and average fair to poor.

**Detroit** Local collections are not better than fair, despite a few reports of improvement.

**Denver** Although collections are slow, good results are obtained where forceful methods are employed.

**Kansas City** Some of the retailers report a slight pickup, but collections generally are slow.

**Milwaukee** There is not much improvement in collections, which continue quite slow.

**Oklahoma City** Collections continue slow, and are considerably below normal in most trades.

**Los Angeles** General collections are fair, despite continued slowness in some wholesale lines.

**Seattle** While retail and wholesale collections continue fair, the installment branch is slower.



# COURSE OF INTERNATIONAL MONEY MARKETS

English Rate Rise is Feature of International Money Market—Domestic  
Market Quiet—Week's Bank Clearings Lower

Money rates in the New York market remained stable this week, notwithstanding further indications of profound unsettlement in the financial affairs of many European countries. Although some funds have been transferred to such markets as London in order to gain the advantage of higher remuneration, daily money quotations on the Stock Exchange held at  $1\frac{1}{2}$  per cent. all week. The transfers were not sufficient even to exhaust the surplus of funds that has long been offered in the unofficial or street market in New York, and call loans were arranged every day in this street market at 1 to  $1\frac{1}{4}$  per cent. Excessive dullness characterized all departments of the money market, as the demand for funds is absurdly small.

In the international money market the primary incident of the week was the advance of the Bank of England discount rate from  $3\frac{1}{2}$  to  $4\frac{1}{2}$  per cent. This increase, announced Thursday, followed a similar advance of 1 per cent. on the preceding Thursday, so that the rate of the British central bank was moved upward 2 per cent. in two weeks. The heavy drain of funds from London to Paris, Amsterdam and other Continental markets occasioned the advances, as the movement depressed sterling exchange far under the point where gold could be moved at a profit from London to such centers. An advance in the Bank of Sweden discount rate from 3 to 4 per cent. Thursday, also attracted much interest.

## Sterling Remains Close to Gold Point

Sterling cables in this market hovered close to the gold movement point of  $\$4.85\frac{5}{16}$  early in the current week, but support extended by the gold exports on a huge scale slowly increased the quotation. The rate shot forward Thursday and went much above  $\$4.86$ , so that all question of gold shipments was eliminated for the time being. French francs held steady here, with the rate around 3.92c. for cables. The German mark was quoted nominally.

## Marked Softness in Latin Americans

Latin-American currencies continued weak throughout, with Uruguyan pesos dropping to a record-breaking low of 46c., Mexican pesos were subjected to the usual influence of new monetary laws making silver the legal tender of the country and virtually demonetizing gold. The gold pesos of the country were quoted nominally at  $49\frac{1}{2}$ c., but no business was reported. Canadian dollars remained at a substantial discount in New York. Far Eastern exchanges were quiet and virtually unchanged.

Daily closing quotations of foreign exchange  
(bankers' bills) in the New York market follow:

	Fri. July 24	Sat. July 25	Mon. July 27	Tues. July 28	Wed. July 29	Thurs. July 30
Sterling, checks...	4.85 $\frac{5}{16}$	4.85 $\frac{5}{16}$	4.85 $\frac{5}{16}$	4.85 $\frac{5}{16}$	4.85 $\frac{5}{16}$	4.86 $\frac{1}{16}$
Sterling, cables...	4.85 $\frac{5}{16}$	4.85 $\frac{5}{16}$	4.85 $\frac{5}{16}$	4.85 $\frac{5}{16}$	4.85 $\frac{5}{16}$	4.86 $\frac{1}{16}$
Paris, checks....	3.91 $\frac{1}{2}$	3.91 $\frac{1}{2}$	3.91 $\frac{1}{2}$	3.91 $\frac{1}{2}$	3.91 $\frac{1}{2}$	3.92 $\frac{1}{2}$
Paris, cables....	3.92	3.92	3.91 $\frac{1}{2}$	3.92	3.91 $\frac{1}{2}$	3.92 $\frac{1}{2}$
Berlin, checks....	23.69 $\frac{1}{2}$	23.81 $\frac{1}{2}$	23.73 $\frac{1}{2}$	23.74	23.72	23.69
Berlin, cables....	23.71 $\frac{1}{2}$	23.83 $\frac{1}{2}$	23.75 $\frac{1}{2}$	23.76	23.74	23.70
Antwerp, checks...	13.92 $\frac{1}{2}$	13.95	13.94	13.94	13.94 $\frac{1}{2}$	13.93 $\frac{1}{2}$
Antwerp, cables...	13.93 $\frac{1}{2}$	13.96 $\frac{1}{2}$	13.95 $\frac{1}{2}$	13.95 $\frac{1}{2}$	13.96	13.96 $\frac{1}{2}$
Liège, checks....	5.22 $\frac{1}{2}$	5.23 $\frac{1}{2}$	5.22 $\frac{1}{2}$	5.23	5.23	5.23 $\frac{1}{2}$
Liège, cables....	5.23 $\frac{1}{2}$	5.23 $\frac{1}{2}$	5.23 $\frac{1}{2}$	5.23 $\frac{1}{2}$	5.23 $\frac{1}{2}$	5.23 $\frac{1}{2}$
Swiss, checks....	19.47	19.49	19.49 $\frac{1}{2}$	19.50 $\frac{1}{2}$	19.50	19.50
Swiss, cables....	19.47 $\frac{1}{2}$	19.49 $\frac{1}{2}$	19.50	19.51	19.50 $\frac{1}{2}$	19.50 $\frac{1}{2}$
Gullders, checks...	40.27 $\frac{1}{2}$	40.29 $\frac{1}{2}$	40.29 $\frac{1}{2}$	40.30 $\frac{1}{2}$	40.29	40.29 $\frac{1}{2}$
Gullders, cables...	40.29	40.31	40.30 $\frac{1}{2}$	40.31 $\frac{1}{2}$	40.30 $\frac{1}{2}$	40.32
Pesetas, checks...	9.02 $\frac{1}{2}$	9.09 $\frac{1}{2}$	9.06 $\frac{1}{2}$	9.07	9.07	9.04
Pesetas, cables...	9.03	9.00	9.07	9.07 $\frac{1}{2}$	9.07 $\frac{1}{2}$	9.05
Denmark, checks...	26.68	26.72	26.72	26.72 $\frac{1}{2}$	26.72 $\frac{1}{2}$	26.73 $\frac{1}{2}$
Denmark, cables...	26.68 $\frac{1}{2}$	26.72 $\frac{1}{2}$	26.72 $\frac{1}{2}$	26.73	26.73	26.74 $\frac{1}{2}$
Sweden, checks...	26.70 $\frac{1}{2}$	26.74	26.74	26.74 $\frac{1}{2}$	26.75 $\frac{1}{2}$	26.75 $\frac{1}{2}$
Sweden, cables...	26.71	26.74 $\frac{1}{2}$	26.74 $\frac{1}{2}$	26.75	26.76	26.76 $\frac{1}{2}$
Norway, checks...	26.70 $\frac{1}{2}$	26.72	26.72 $\frac{1}{2}$	26.72 $\frac{1}{2}$	26.72 $\frac{1}{2}$	26.74
Norway, cables...	26.71	26.72 $\frac{1}{2}$	26.73	26.73	26.73	26.75
Greece, checks...	1.29 $\frac{1}{2}$	1.29 $\frac{1}{2}$	1.29 $\frac{1}{2}$	1.29 $\frac{1}{2}$	1.29 $\frac{1}{2}$	1.29 $\frac{1}{2}$
Greece, cables...	1.29 $\frac{1}{2}$	1.29 $\frac{1}{2}$	1.29 $\frac{1}{2}$	1.29 $\frac{1}{2}$	1.29 $\frac{1}{2}$	1.29 $\frac{1}{2}$
Portugal, checks...	4.45	4.45	4.45	4.40 $\frac{1}{2}$	4.45	....
Portugal, cables...	4.46	4.46	4.46	4.41 $\frac{1}{2}$	4.46	....
Australia, checks...	3.70 $\frac{1}{2}$	3.71 $\frac{1}{2}$	3.71 $\frac{1}{2}$	3.71 $\frac{1}{2}$	3.72 $\frac{1}{2}$	....
Australia, cables...	3.71 $\frac{1}{2}$	3.71 $\frac{1}{2}$	3.72 $\frac{1}{2}$	3.72 $\frac{1}{2}$	3.73 $\frac{1}{2}$	....
Montreal, demand...	99.56	99.57	99.62	99.68	99.71	99.71
Argentina, demand...	30.00	29.75	29.70	30.20	29.95	29.95
Brazil, demand....	7.00	7.20	7.20	7.20	7.05	7.00
Chile, demand....	12.10	12.08	12.08	12.10	12.08	12.05
Uruguay, demand...	51.50	51.50	50.75	50.00	48.00	45.75

## Further Decline in Bank Clearings

Leading cities in the United States report further losses in bank clearings this week. The total of \$6,006,639,000 reveals a decrease of 33.3 per cent. from last year's figures. At New York City, clearings amounting to \$3,953,273,000 show a heavy decline of 36.8 per cent. The falling off at centers outside New York, where the total is \$2,053,366,000 amounts to 25.5 per cent. There is an especially large percentage of decline at Chicago, one of 41.0 per cent.

In spite of the fact that the trend in most cities is so sharply downward, a very slight increase is noted at Cincinnati, the total for that city being 0.1 per cent. above the figures for the preceding year.

Bank clearings for the week, as reported to R. G. Dun & Co. and average daily bank clearings for the year to date, are compared herewith:

	Week July 30, 1931	Week July 31, 1930	Per Cent.	Week Aug. 1, 1929
Boston .....	\$474,000,000	\$474,000,000	—23.0	\$504,000,000
Philadelphia .....	350,000,000	440,000,000	—20.5	542,000,000
Baltimore .....	65,140,000	83,431,000	—21.9	93,274,000
Pittsburgh .....	113,804,000	183,811,000	—38.0	214,207,000
Buffalo .....	32,795,000	44,206,000	—26.0	68,419,000
Chicago .....	290,930,000	493,195,000	—41.0	715,936,000
Detroit .....	108,534,000	146,355,000	—25.8	208,356,000
Cleveland .....	92,632,000	117,057,000	—21.2	153,756,000
Cincinnati .....	53,271,000	53,201,000	+ 0.1	70,540,000
St. Louis .....	73,100,000	99,800,000	—26.8	128,500,000
Kansas City .....	81,000,000	118,100,000	—31.7	174,600,000
Omaha .....	29,206,000	38,904,000	—24.9	46,980,000
Minneapolis .....	53,102,000	66,446,000	—20.1	90,482,000
Richmond .....	29,704,000	35,543,000	—23.2	40,005,000
Atlanta .....	29,908,000	34,882,000	—14.3	49,837,000
Louisville .....	18,892,000	31,513,000	—40.0	32,355,000
New Orleans .....	31,569,000	32,551,000	—30.2	45,965,000
Dallas .....	27,155,000	29,978,000	—9.4	45,110,000
San Francisco .....	157,800,000	157,800,000	....	184,700,000
Portland .....	22,843,000	29,074,000	—21.4	35,653,000
Seattle .....	26,881,000	43,332,000	—38.0	49,989,000
Total .....	\$2,053,366,000	\$2,756,779,000	—25.5	\$3,494,664,000
New York .....	3,953,273,000	6,255,000,000	—36.8	9,098,000,000
Total All .....	\$6,006,639,000	\$9,011,779,000	—33.3	\$12,592,664,000
Average daily:				
July .....	\$1,237,455,000	\$1,677,199,000	—22.5	\$2,165,063,000
June .....	1,403,807,000	1,853,151,000	—24.2	1,958,008,000
May .....	1,410,616,000	1,725,622,000	—18.3	1,992,369,000
April .....	1,457,562,000	1,859,118,000	—21.6	1,926,145,000
First Quarter .....	1,404,600,000	1,799,904,000	—22.0	2,216,714,000

## FALL BUYING OF DRY GOODS STILL MODERATE

Retail Stores Report Good Earnings for Fiscal Six Months, but Restrict Commitments—Prices of Some Staples Lower

Dry goods buying for Fall is making fair progress, but considerable hesitation is shown when long commitments are under consideration. Confidence is lacking in cotton values, although they have fallen back to the low range of the year. Other raw materials hold quite steady, but without giving evidence of any early advances. The international financial situation also gives merchants concern, and decreasing dividends, with threats of lower wages, have added to the caution of wholesale merchants.

Many retail stores wound up their fiscal six months this week, and few instances are reported where earnings have been satisfactory. Reports from textile manufacturing centers continue to show that, while the volume of business done in the half year was large, compared with the total of a year ago, profit returns were generally small. Hopes are expressed in primary channels that merchandise men in control of retail buying will allow their market representatives more freedom in the coming months in making Fall commitments.

### Labor Trouble at Silk Centers

Textile labor troubles continue in some centers, but resistance to Communistic union tactics is much stronger than in previous periods of labor unsettlement in textile fields. In the New York clothing field, it is believed that manufacturers and unions will arrive at a peaceable readjustment of a new three-year agreement on wages and working conditions. Most of the outbreaks have been in silk manufacturing centers, although it is well known that silk manufacturers and merchants have not been doing a generally profitable business.

Exporters of textiles were somewhat disturbed by the reports of financial difficulties in Chile, as the feeling among them is that a period of unsettlement will exist until South American finances are gone into more closely. For the time being, it has lessened the prospect of an agreement to grant longer terms in the South American field, in the hope of stimulating textile distribution.

### Fair Movement of Staples

Print cloth and some narrow sheeting prices fell back during the week to the low points quoted six or seven weeks ago. This decline has taken place in spite of an unusually clean condition as to stocks and a substantial curtailment of production that is now under way in mill centers. Percales and wash fabrics are being cleaned up at very low prices and most handlers have reduced their Summer stocks to a minimum. Fall business is coming forward

slowly. Some firmness was shown in sheets and pillowcases, where the larger mills have cut down their production, but there still is considerable selling of the lower count goods at long discounts.

An expected lull has come about in the buying of men's wear for Fall after a sustained active period, and a readjustment of orders is under way where cancellations are accepted in the cases of those who overbought in anticipation of hastening deliveries or of scarcity. Some business is being taken "at value" on tropical suitings, although general openings will be deferred until the middle of the month. In these cases it is understood that prices will not be any higher than 10 per cent. under the prices of last season. Dress goods are in steady demand, and cutters are calling for more coatings for early manufacturing.

### Dry Goods Notes

The largest producer of carpets and rugs has issued a new price list, effective August 3, on a basis averaging 10 per cent. higher than that of last season, with particular attention given to odd sizes. Little change is noted in the price asked for the standard 9x12 size. Wool is slightly higher, and manufacturers of quality goods have decided to cease quoting merchandise on a competitive basis at a loss.

The coming crop season has not yet exerted the normal influence on purchases of cloths for cotton or burlap bagging. Stocks are low, but the bag manufacturers state that the demand for their products thus far has been lighter than usual for this season.

In the fabric finishing trade, business has been coming along better in the past week or two, and the July output promises to be larger than in July of a year ago. An unusually wide variety of fabrics is being handled, including many from synthetic fibers.

Rayon producers have booked better than a normal amount of business in July, and are comfortably supplied with orders into September. Some qualities are scarce for quick delivery, and it is quite possible that advances on some of these may be announced before the Fall business sets in freely. Cotton weavers are using more rayon than they did a year ago.

The business on linen suitings for men's and women's wear this Summer has reduced stocks to narrow limits, and orders are being assembled to place with mills for 1932. Household linens continue quiet.

## LITTLE ACTIVITY IN GENERAL LEATHER MARKET

Summer Quiet Rules Leading Centers, Despite Reports of Scattered Trading—Shoe Output Gaining

European matters caused continued hesitancy in the general leather market, but while business in both New York and Boston remained quiet, there has been no particular change. Shoe production keeps satisfactory, and reports continue of the largest concerns operating to broad capacity. There is, of course, a scattered amount of trading passing all the time, as reported out of New York, while in Boston, although business has been more quiet, some deals of consequence are pending in certain lines of upper, more particularly the low and medium-priced kid.

Sole leather is generally firm, but quiet. Business in sole leather, backs and bends, has kept quiet, the same as the week previous, but while slow, as compared with the activity a fortnight or more ago, far from dull, as was the case over a long interval previous to resumption of business last month.

### Factory Leather Selling Best

The demand centers on factory and not finders' leather, but the latter is usually dull, when footwear is active, because of slowness among finders and cobblers. While finders' bends are not up proportionately, by any means, with shoe manufacturers' leather, there is no doubt, even though some low prices continue to be heard, that sellers are able to secure prices for finders' leather that they could not previously obtain.

In cut soles, advances are named and generally applied and enhancement has been the sharpest on lower grades. There are some taps, such as men's No. 1 5-inch, that are up from former "lows" but, it is said, plenty of buyers were previously filled up at under latest quotations.

In upper, most interest lately has seemed to center more on kid, particularly low and medium grades, in Boston, than for other lines. Side upper and calf have not sold freely, as was the case a couple of weeks or so back, but many feel that the hesitancy is temporary and caused by outside disturbances, as conditions within the trade itself keep satisfactory.

There is, however, a continued active demand for children's shoes. In calf, one development to note is that there has been more activity in fancy tannages of lightweights with Brooklyn manufacturers of women's fine footwear, although individual sales in this quarter have not been large.

### Shoe Output Continues High

Reports concerning production keep satisfactory, including advices from the largest concerns. Reports out of Boston continue to stress that the

demand keeps chiefly for low-cost goods. Some say this trend is so strong that 1931 will be remembered as the year of \$2 and \$3 shoes, in quantities to equal those of other years, when \$4 and \$5 shoes were chiefly made. When analyzed, there is nothing peculiar about this.

Shoes are in line with low prices for everything, but what is of consequence is the fact that the shoe market is active, in contrast to the majority of other lines, and production has expanded steadily since the low point at the close of last year. While low prices constitute the chief topic of talk, there are trade factors who see indications of probable firming prices, because of firmer and generally improved conditions in the hide and leather markets.

### Colombia Buying Less Leather

A recent government report noted that there has been a noticeable decline in the leather consumption of the United States of Colombia during the past two and one-half years, resulting in a marked falling off of imports into that country. As United States producers are the largest suppliers of the foreign leathers consumed in Colombia, American tanners naturally suffered the largest loss of that trade.

By increasing their activities, catering to the specific requirements of the more important customers of Colombia, and carefully filling orders as received, the American producers and leather exporters were successful in maintaining their volume of sales to that market during the early months of the current year. Reliable data indicate that more than 85 per cent. of the total foreign leather used in the markets of Colombia originates in the United States.

### Hide Market Generally Firm

The domestic packer market has held firm and active despite late depressing outside influences. Conditions within the industry itself are very sound, and tanners realize that present levels for Summer hides are below normal. Country hides are not in the proportionate demand that packers enjoy, chiefly because the demand emanates principally from the sole leather producers.

At the River Plate, European economic conditions limited the demand from abroad and United States tanners have had the field. Prices naturally eased, with sales of Argentine frigorifico steers down to \$33 gold, or an equivalent of 11c. to 11½c. c. & f. per pound. Calfskins are dull and weak. At the Paris auction, light skins were down about 8 per cent.



## CORN DOMINATES TRADING IN GRAIN MARKETS

### Slight Upturn in Wheat Follows Crop Reports

Aside from speculative fireworks in corn, trading in grains on the Chicago Board of Trade moved in a narrow range through most of the week, despite reports of severe crop damage in the West and Northwest from heat and dry weather.

Wheat lost a fraction on Monday for most deliveries, sagged a little more on Tuesday and then rallied for a fractional gain in the Wednesday trading, when the sharp rise in corn imparted strength to the other cereals. The leading grain dipped  $\frac{3}{8}$ c. to  $\frac{5}{8}$ c. Thursday, when lower cables and the renewal of Russian shipments made the trading element wary. Northwest reports continued gloomy, with grasshopper damage adding to that done Spring wheat by the repeated heat waves.

### Corn Makes Big Gain

Corn gave the first hint of what was in store on Monday, when it advanced against the trend for a gain of  $\frac{1}{8}$ c. to  $2\frac{7}{8}$ c., losing a good part of the gain the next day. The open interest in July delivery, however, remained abnormally large and shorts were very badly squeezed by a prominent corn operator on Wednesday, when the gains ran from  $1\frac{1}{8}$ c. to 9c. for July. Thursday trading was quieter, and fractionally irregular after an early bulge. Deliveries of corn on Thursday were 1,206,000 bushels, against an open interest at the close of Wednesday of 3,307,-

000 bushels. Some damage to the Northwest crop was reported.

The United States visible supply of grains for the week, in bushels, was: Wheat, 206,311,000, up 6,930,000; corn, 6,813,000, off 108,000; oats, 6,489,000, off 124,000; rye, 9,237,000, up 28,000; barley, 3,457,000, off 194,000.

Daily closing quotations of grain options in the Chicago market follow:

	Fri. July 24	Sat. July 25	Mon. July 27	Tues. July 28	Wed. July 29	Thurs. July 30
<b>WHEAT:</b>						
July .....	53	51 $\frac{1}{2}$	51 $\frac{1}{2}$	50 $\frac{1}{2}$	50 $\frac{1}{2}$	51
September .....	52 $\frac{1}{2}$	51 $\frac{1}{2}$	51 $\frac{1}{2}$	50 $\frac{1}{2}$	51 $\frac{1}{2}$	50 $\frac{1}{2}$
December .....	44 $\frac{1}{2}$	44 $\frac{1}{2}$	55 $\frac{1}{2}$	55	55 $\frac{1}{2}$	54 $\frac{1}{2}$
<b>CORN:</b>						
July .....	58	57 $\frac{1}{2}$	60 $\frac{1}{2}$	58 $\frac{1}{2}$	57 $\frac{1}{2}$	58
September .....	50 $\frac{1}{2}$	49 $\frac{1}{2}$	50 $\frac{1}{2}$	49 $\frac{1}{2}$	50 $\frac{1}{2}$	50 $\frac{1}{2}$
December .....	44 $\frac{1}{2}$	44 $\frac{1}{2}$	44 $\frac{1}{2}$	43 $\frac{1}{2}$	44 $\frac{1}{2}$	43 $\frac{1}{2}$
<b>OATS:</b>						
July .....	24 $\frac{1}{2}$	24 $\frac{1}{2}$	24	22 $\frac{1}{2}$	23 $\frac{1}{2}$	22 $\frac{1}{2}$
September .....	50 $\frac{1}{2}$	49 $\frac{1}{2}$	24 $\frac{1}{2}$	24	24 $\frac{1}{2}$	23 $\frac{1}{2}$
December .....	59 $\frac{1}{2}$	56 $\frac{1}{2}$	27 $\frac{1}{2}$	26 $\frac{1}{2}$	26 $\frac{1}{2}$	25 $\frac{1}{2}$
<b>RYE:</b>						
July .....	34 $\frac{1}{2}$	34	34	33	33 $\frac{1}{2}$	33 $\frac{1}{2}$
September .....	36	35 $\frac{1}{2}$	34	33	35 $\frac{1}{2}$	35
December .....	39 $\frac{1}{2}$	39	38 $\frac{1}{2}$	38 $\frac{1}{2}$	39 $\frac{1}{2}$	39

The grain movement each day is given in the following table, with the week's total, and comparative figures for last year:

	Wheat		Flour,	Corn
	Western	Atlantic	Atlantic	Western
	Receipts	Exports	Exports	Receipts
Thursday .....	3,467,000	185,000	9,000	492,000
Friday .....	5,306,000	.....	16,000	804,000
Saturday .....	2,937,000	226,000	.....	914,000
Monday .....	5,941,000	300,000	7,000	1,176,000
Tuesday .....	2,914,000	346,000	13,000	693,000
Wednesday .....	4,550,000	473,000	19,000	996,000
Total .....	23,115,000	1,530,000	64,000	5,075,000
Last year .....	27,012,000	3,418,000	91,000	4,975,000

## STEEL DIVIDEND ACTION UNSETTLES STOCK PRICES

### Active Stocks Show Sizeable Recessions and Foreign Bonds are Weak

Disappointing dividend action by the United States Steel Corporation and continued uncertainty regarding the Central European financial crisis were the chief influences on the securities markets this week. The developments produced no especial outburst of liquidation, but what little selling appeared met even smaller buying and, as a result, prices tumbled in one or two sessions, showing no great resiliency in others. Interest turned somewhat from the foreign situation early in the week, as the meeting of Steel directors approached on Tuesday. It was well understood in advance of the meeting that a reduction on the common stock of the corporation would be voted but the extent of the cut remained uncertain. In this situation, dealings on the New York Stock Exchange dropped to an uncommonly slow pace, only 572,000 shares being traded in the full session Monday.

The reduction of the Steel dividend to \$1 for the quarter and, presumably, to a \$4 annual basis, as against the former rate of \$7 annually, was greater

than most traders anticipated. The showing of the company for the quarter was 6c. a share on preferred stock from operations, while after the inclusion of \$7,160,966 "special" income, about 12c. a share was earned on common after payment of the preferred dividend. To their action the directors added a recommendation that salaried employees and officers receive lowered compensation. The interpretation placed by the stock market on these actions was indicated by a precipitate decline of almost 8 points in Steel common Wednesday. Other prominent stocks in all sections of the list also moved off in a somewhat increased trading volume.

Daily transactions in stocks and bonds on the New York Stock Exchange compare with last year as follows:

Week Ending July 30, 1931	Stocks		Bonds	
	This Week	Last Year	This Week	Last Year
Friday .....	1,100,000	1,356,270	\$8,544,000	\$9,652,000
Saturday .....	412,575	994,200	4,178,000	3,316,000
Monday .....	600,000	2,425,200	7,250,000	6,853,000
Tuesday .....	700,000	1,849,600	7,636,000	8,110,000
Wednesday .....	1,600,000	2,507,300	8,500,000	8,459,000
Thursday .....	1,400,000	2,162,800	7,891,000	7,483,000
Total .....	4,713,675	11,295,370	\$43,999,000	\$43,873,000



## STEEL SCHEDULES AT LAST WEEK'S LEVEL

**Bullish Factors Fail to Raise Production Average, Despite Hopeful Third-Quarter Signs—General Prices Firm**

Schedules with steel finishing units still show some degree of variation, and this past week a few plants were able to operate at a slight gain, though generally the average in steel ingot output in the Pittsburgh district is scarcely beyond 30 per cent. The trade is hopeful that this rate can be maintained over the Summer period, with an upward swing early in the third quarter.

Present rate of production is supported mainly by a few departments, especially structural steel, line pipe and tin plate. Other finished descriptions are in varying demand, and requirements for automobile materials over the next two or three weeks are likely to be spotty.

### Price Variations Unimportant

Price readjustments are anticipated to clear the situation, though adoption of a Detroit base for steel bars is unsettling, being at a figure less than the freight differential from Pittsburgh. Merchant steel bars are quoted \$1.60, Pittsburgh, and this is the regular figure on shapes and plates, though competitive factors are not entirely absent.

Business in nuts, bolts and rivets is light, with operations averaging 25 per cent. Concessions are reported available. Strip steel is holding fairly steady, hot-rolled at \$1.55 and \$1.65, Pittsburgh, and cold-rolled \$2.15, Pittsburgh.

Moderate strength has developed in scrap values, though market conditions still lack normal aspects and buying interest is not widely distrib-

uted. Heavy melting steel is quoted \$10.75 and \$11, Pittsburgh, at an advance from the recent low level. Fuel output, notwithstanding labor troubles, is apparently ample, and prices have failed to react, as anticipated. Furnace coke remains at \$2.40, at oven, with foundry coke ranging from \$3.25 to as high as \$4.50 for premium grades.

### Shipments About at June Level

Pig iron shipments this month reflect but little change from June, and regular quotations are continued, though sales of basic are reported from time to time at concessions. At Pittsburgh furnace, \$17.50 is quoted on No. 2 foundry, Bessemer and malleable.

### Earnings Generally Lower

The second quarter earnings statements which have just been released show deficits to be the general rule. Dividends have been reduced, fulfilling earlier predictions. In many cases losses were recorded after deducting interest, depreciation and depletion, and common and preferred dividends.

Before deducting the latter, however, the showing of some statements was better than anticipated. No change has been made in wage rates, although some conferences on that subject have been held. The "stagger" plan of employing as many as possible for the work available is being used. Salaried workers, in some case, have made their contribution through part-time schedules.

## SURVEY OF THE AUTOMOBILE INDUSTRY

*continued from page 7*

responding period of last year, with a falling off in the sales of higher-priced lines. As a whole, dollar value of sales varies little from that of last year.

Used-car sales are well ahead of last year's, but at low prices. Most dealers have comparatively large stocks, as manufacturers seem to be forcing distributors to take stock in excess of current orders. Some dealers look for an advance in prices in the Fall.

### Tire Prices Continue Low

The automobile industry in the Baltimore district is not in a very satisfactory condition, although there has been some betterment since the first of the year. The monetary sales total for the first half of this year is off about 20 per cent., when compared with the volume for the corresponding 1930 period.

Distributors of passenger cars say that the medium and low-priced machines are the more popular and present inventories are light. Used-car stocks are still too large, but the status of this department is materially better than it was a year ago. During the past year, the price trend on new cars and trucks has been downward, in spite of additional refinement and added engineering features. Tire prices continue low, and are now cheaper than ever. Other accessories have undergone a less price depression.

### Truck Output Off 25 Per Cent.

The automobile industry at Cincinnati continues quiet. The declining retail sales trend during the past several weeks has caused manufacturers to adjust their production schedules downward, and it is apparent that they are determined to keep output well in line with consumer

August 1, 1931

demand. Sales of all cars are less for the first six months of 1931 than for the comparative period of 1930. Public interest continues mainly in the lighter and more economical units. No decline or advance in prices is looked for.

Production of trucks for commercial business has receded about 25 per cent. from that for the same period of 1930. Used trucks are moving better, and prices remain steady. In the accessory department, the small decorative accessories are in demand.

### July Shipments Exceed Last Year's

The number of automobiles produced in Toledo during the first six months of 1931 is shown at 40,990 cars, as compared with 57,009 for the first six months of 1930, a decrease of 28 per cent. Sales of cars for the same period in 1931 show 42,365 cars, as compared with 57,921 sold during the first six months of 1930, or a decrease of 27 per cent. Prices remain at practically the same level as a year ago.

There is no prospect of increased demand during August, but September and October are expected to show an upward turn in sales. Supplies of parts are available for all needs, and prices are being maintained. Local plants operate on a three-day-week basis, with an output of 400 cars a day, or 1,200 cars a week. This is an increase over production at this exact date a year ago. July shipments were 16 per cent. above last year's, and unfilled orders are 70 per cent. above the same item one year ago.

### Special Cars Selling Well

It is hardly fair to compare the automobile business at the present time with that of any previous period, according to manufacturers in the Indianapolis district. It is useless to compare this

year with 1930, 1929, or with any other year. In the past thirty to sixty days there has been the usual seasonal decline from the standpoint of the manufacturer. In addition, there has been a further decrease in volume, due to the lack of buying on the part of the public, which has shown a decrease over the 1930 record.

Manufacturers have learned over the past year and a half to make economies, which will, in all probability, enable them to maintain, even with decreased volume, their present prices to the public. High-priced cars of a special nature are receiving marked attention from the public at the present time, and those companies that cater to this clientele are receiving more of this type of business than in 1930.

### Six Month Decline 29 Per Cent.

A survey of production and sales in the Detroit area of Michigan, wherein 75 per cent. of all motor vehicles are manufactured, discloses current activity following a downward course toward the depths of the Summer recession. Seven producers made schedule reductions about the middle of July. The industry's largest producer reduced its weekly schedule 300 units. In the medium-priced field, the reductions ranged from 10 to more than 50 per cent. Only one outstanding high-priced car builder reduced output so far this month. Although general relaxation prevails, and at low levels, a comparison with the Winter minimum shows more favorable conditions.

An official index of automobiles and trucks, including parts and accessories for June, 1931, discloses 71.3, compared with 89.7 for May, 1931, contrasted with 102.9 in June, 1930. The first half of this year averaged 83.7, against 107.9 for the corresponding half of 1930. The aggregate output of passenger cars and trucks in the United States and Canada during the first six months of 1931, was 1,633,033, compared with 2,309,265 in the corresponding half of 1930, a decline of 29 per cent. The curtailment was both general and gradual, comprehending all makes and models. The gradual slackening of Summer activity is accentuated this month by the closing of a majority of plants from two to four weeks for vacation and inventory-taking, extending into August.

### Revival Expected in 1932

The record of the last twelve years shows that the rebound in a recovery year is somewhat in proportion to the decline which precedes it. In 1930, the decline in passenger cars was 39 per cent. and in trucks 27 per cent., to be followed, according to present indications, by a further decline in 1931 of at least 15 per cent. As far back as the record goes, this will be the first time that motor vehicle

Established 1794

Incorporated 1903

## CRUIKSHANK COMPANY

### REAL ESTATE

### 80 BROADWAY

### NEW YORK CITY

#### DIRECTORS:

Warren Cruikshank	Russell V. Cruikshank
William L. DeBost	Douglas M. Cruikshank
Robert L. Gerry	Frank A. Horne
	R. Horace Gallatin

FRANK G. BEEBE  
President

SAMUEL J. GRAHAM  
Sec'y & Treas.

## GIBSON & WESSON, Inc.

### INSURANCE

#### In All Branches

110 William Street. . . . . NEW YORK

*Dun's Review*

output has declined two years in succession, all of which points to the probability of a substantial revival in 1932 and 1933.

The bright spot at the moment is the steadily-mounting output of the manufacturer recently introducing a new line of low-priced cars, incorporating a striking innovation. Schedules of this manufacturer have been increasing steadily each week since the announcement. The June production schedule of that company of 7,000 has been increased to 15,000 for July. The first half of 1931 differed in many respects from the same period of 1930, and despite the generally smaller earnings, a few companies show increased earnings on reduced output, while others have equalled, or nearly equalled the 1930 record.

### Accessory Sales Well Maintained

Automobile sales in Omaha for the first seven months of the current year have been disappointing. Decreases by car dealers in sales range all the way from 20 to 33 $\frac{1}{3}$  per cent., compared with the total for the same period of 1930. Dealers who are selling one of the popular-priced cars have been able to maintain sales close to last year's figures, but this is the only exception.

The present condition must be regarded as normal for a period of several years, as purchasing power in the country districts is severely curtailed because of low prices for farm produce. Sales of automobile accessories and tires have held up reasonably well and, in some cases, sales have been higher than the 1930 figures.

### Prices of Most Cars Reduced

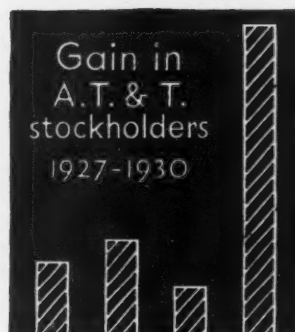
Sales of automobiles in Minneapolis for the first six months of the current year total 31,023, as compared with 45,128 cars for the same period in 1930, or a decrease of 31 per cent. Prices of many cars are lower, and a further reduction is anticipated. Used cars are moving at a fairly steady rate, bringing reasonably satisfactory prices.

### Prospects Best for Light Cars

Sales in Denver for the first six months of 1931 show a decrease of about 18 per cent., compared to the total for the same period in 1930. Business was quiet early in the year, but sales have picked up, to some extent, during the past two or three months. Light commercial cars show a slight increase over the 1930 figures.

Prices have been slightly reduced from time to time during the past year, and most dealers expect that present prices will be maintained. Prospects for the future are regarded fairly good, especially in the light car field. The more expensive cars are moving slowly. While conditions are not the best, most Denver dealers take a more or less cheerful attitude concerning the immediate future.

August 1, 1931



1930 exceeded  
1927 · 1928 · 1929  
put together

During 1930 the number of American Telephone and Telegraph Company stockholders increased 97,893 — a greater gain than for the three preceding years put together. In the first six months of 1931 approximately 34,000 have been added. The total is now more than 600,000.

No individual owns as much as one per cent of the outstanding shares. The average holding is 31 shares, and ownership is widespread in every state of the Union.

The company is owned by the public. Its policy is "to render the best possible service at the lowest cost consistent with financial safety". This policy has become a security behind the investment. Dividends have been paid regularly for half a century.

*May we send you a copy of our booklet, "Some Financial Facts"?*

**BELL TELEPHONE  
SECURITIES CO. Inc.**

195 Broadway, New York City





### Canadian Trade

One of the most important recent developments in the Canadian trade situation was the announcement of the new commercial agreement with Australia, which provides for special tariff treatment on a number of commodities important in the trade between the two Dominions. The agreement has been signed by Australia as well as Canada and will come into force at a date to be agreed upon between the two governments. It will be effective for one year, subject to termination by either government on six months' notice. The Australian preference in the Canadian market is of particular impor-

tance in the case of fresh, canned and dried fruits, while Canadian canned salmon, automobiles, lumber and newsprint are of special interest to Australian preference.

The American automobile industry already is feeling the effects of the Canadian tariff and the "trade within the empire" movement, as Canadian exports are increasing, while American exports are decreasing. British markets are developing into rapidly growing customers for Canadian-made automobiles, most of which are made in American branch factories. Canada is no longer the chief customer for American cars; Belgium has moved to the first place.

## International Trade Directory

The following manufacturers and export merchants offer their products to importers and invite correspondence from readers of DUN'S REVIEW.

Please mention DUN'S REVIEW when writing to these concerns.

### ASBESTOS AND CEMENT SHEETS

H. Visser,  
29 P. C. Hooftstraat,  
Amsterdam (Holland).

### ASBESTOS CEMENT SHEETS

N. V. Martini,  
113 Cruquiusweg,  
Amsterdam (Holland).

### AUTOMOBILE MANUFACTURER

Ettore Bugatti,  
Factory and Office,  
Molsheim (Bas-Rhin), France.

### BATTERIES

Batterijfabriek C. Herberhold,  
Batteries for all purposes,  
P. O. Box 103, Utrecht (Holland).

### BELTING AND TECH. LEATHERS

N. V. Gebroeders Naeff,  
Lochem (Holland).

### BONDED WAREHOUSES

J. H. Bachmann,  
Chlehaus C.,  
Hamburg I (Germany).

### BOOTLACE MFRS., ETC.

The Dutch Bootlace Mfg. Co. & Hamco,  
The Leading Dutch Bralder,  
Schiedam, Holland.

### BRINE AND PRESSED SARDINES

Joaquim Ferreira Pedro Lucas,  
Matosinhos (Portugal).

### CHEESE IN BOXES (Swiss)

Alpa, S. A., Swiss Cheese Factory,  
Lausanne (Switzerland).

### CHOCOLATE (Mfrs.)

Chocolaterie Duc, S. A.,  
12, rue du Printemps,  
Anvers (Belgium).

### CIGARS

Royal Naseman, Ltd.,  
Cigarworks, export to every part of the  
world; Utrecht (Holland).

### COMB MAKERS (Horn)

Exportation:  
Laffont Danjou & Cie.,  
Belesta (Ariège), France.

### CORK MFRS. AND EXPRS.

Cantinhas & Trindade Ltda.,  
Silves and Lisbon (Portugal).

### CORKS, CORKWOOD & SHAVINGS

Ferreira Filipe, Ltda.,  
Quinta da Maceda,  
Barreiro (Portugal).

### CRYSTALLINE MARBLES EXPRS.

Sociedade dos Marmores de Portugal,  
Ltda., R. de S. Domingos de Bemfica,  
63, Lisbon (Portugal).

### FLY CATCHERS (Mfr. and Exp.)

S. A. des Etablissements Aerozon,  
76, Rue Léopold,  
Mallines (Belgium).

### FOUNDRY MACHINES (Equipment and Supply Agents)

Gietery Technisch Bureau, A. van Aart,  
Weert (L.), Holland.

### GLOVES, LEATHER, WASHABLE

Vaissac & Richard,  
Teleg. Address: Richgan,  
Millau (Aveyron), France.

### GLOVES (Leather) MFRS.

Vivier Frères,  
Millau (Aveyron), France.  
Specialist: Fancy Gloves,  
Vivier-Massol Mfrs.,  
Millau (Aveyron), France.

### ISSUE HOUSE AND BANKERS

Nationale Enissiebank, N. V. (National  
Issue Bank, Ltd.), 198 Keizergracht,  
Amsterdam C. (Holland).

### LACQUERS AND VARNISHES (Especially for Tin Printing)

Saturnus Works,  
Alkmaar (Holland).

### MARBLE EXPORTERS

Companhia Portuguesa de Marmores e  
Canarias, Ltda., Rua Augusta, 176-2°,  
Lisbon (Portugal).

### MARBLES (Exportation)

Sousa Baptista,  
Praça do Municipio 32-2°,  
Lisboa (Portugal).

### MILKPOWDER, CONDENSED MILK

Leo de Winter & Co.,  
770/772 Prinsengracht,  
Amsterdam (Holland).

### PAINTS, ENAMEL (Ready Mixed)

Verf & Lakfabriek "t Anker," A. Aber-  
son, Steenwyk (Holland).

### PAPER MANUFACTURERS

van Gelder Zonen,  
230/234 Singel,  
Amsterdam (Holland).

### PRESERVED FISH (Oil and Fish Skin Exprs.)

Mantua Ltda., Calçada de S. Francisco,  
29-37, Lisboa (Portugal).

### PRESERVED FISH MFRS. AND EXPRS.

Sardinha do Algarve Ltda.,  
Olhão (Algarve), Portugal.

### SHAMOYED RUBBING & COMBING LEATHERS, BELTINGS & PICKING BANDS

Etablissements A. Valentin, S. A.,  
Rue de Leers, Roubaix (Nord), France.

### SILK STOCKINGS (High Class)

Brissaud & Azemard,  
"Bonneterie de Soie,"  
Ganges (Hérault), France.  
Gangeoise de Bonneterie de Soie, Sté., Head  
Off. and Factory: Ganges (Hérault),  
France. Paris Off.: 87 rue Réaumur.

### SPICES, COCOA PRODUCTS, TEA AND SEED MERCHANTS

Huying & Walrave's Handelsmaats., N. V.,  
55, Heerengracht,  
Amsterdam C. (Holland).

### STRAW ENVELOPE MFRS.

J. B. C. Caron, The Dutch Straw En-  
velope Manufacturers. Head Office:  
Eindhoven. Branch Office, Asten.

### STRAWCOVERS

Dutch Strawworks voorheen Peeters &  
Zonen, N. V. Mfrs. of Strawcovers for  
Bottles, etc., Weert (Holland).  
van Ryckevorsel & Co.,  
Boxtel (Holland).

### STRAWCOVERS AND METALLIC CAPSULES

The Elephant Strawworks Company,  
P. O. Box 4,  
Asten (Holland).

### VELVET (for Upholstery) MFRS.

Etvelor, S. A.,  
Deerlyk-lez-Courtrai (Belgium).

### WOOLEN MERCHANTS

Exporting to and importing from all  
countries, N. V. Chapon's Handels-  
vereniging, Amsterdam (Holland).

